



THE SOUTH AFRICAN INTERNATIONAL BUSINESS LINKAGES PROGRAMME (SAIBL)

A MARKET RESEARCH REPORT ON BUSINESS OPPORTUNITIES IN TANZANIA FOR SOUTH AFRICAN SMEs

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The Map of Tanzania



EXECUTIVE SUMMARY

This report provides findings of a marketing research about business opportunities available in Tanzania, for which South African Small and Medium Enterprises (SMEs) can venture and mutually benefit through business transactions with the local business community. The essence of the study is the observation by the ECIAFRICA Consulting (Pty) Ltd of South Africa, that in the past few years South African large enterprises have actively been doing business with Tanzania while on the other hand South African SMEs have not done much. In that respect, through its South African International Business Linkages (SAIBL) Programme, ECIAFRICA Consulting (Pty) Ltd contracted Mr. R. G. Mutakyahwa of ROMME CENTRE located in Dar es Salaam, to carry out a marketing research for the purpose of establishing the demand and possible opportunities for South African SMEs' products and services.

The consultant carried out the study in March and April 2007, in the regions of Dar es Salaam, Arusha, and Mwanza. Dar es Salaam is the business city and was the capital of Tanzania before Dodoma was given the status of a capital city. Mwanza and Arusha are the next leading business cities of Tanzania and have many activities in mining and tourism, respectively. The study involved both primary and secondary data, whereby the former were directly collected from business actors in various sectors, using a questionnaire. The sample size comprised of 170 importing enterprises, out of which 157 are located in Dar es Salaam, 7 in Mwanza and the remaining 6 are in Arusha **Appendix 7 (a)**. Secondary data were collected from various government and non-state sectors, including the Bank of Tanzania (BOT), the Tanzania Revenue Authority (TRA), the National Bureau of Statistics (NBS), the Ministry of Industry, Trade and Marketing (MITM), the Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA), the Confederation of Tanzania Industries (CTI), National policy documents, speeches of the President and relevant ministers, just to mention a few. Both qualitative and quantitative data was collected and analysed.

The findings from the data analysis process indicate that there are many business sectors and associated opportunities, for which South African SMEs can strategically target. Informed by findings from the various data sources mentioned above, the consultant is of the opinion that South African SMEs have many opportunities in the following sectors:

- Agriculture (including Livestock and Fishing)
- Mining
- Tourism & Natural resources
- Construction
- Manufacturing (and Industries)
- Trade
- Financial & Business services (including insurance)
- ICT (including telecommunications)

The decisions in favour of these sectors are based on the reasons that they are the sectors with the highest contributions to the GDP (**Figure 6**), they are given priority by the current government in such a way that the government has plans and support strategies for them (**Table 3 and Table 4**), and they have positive trends in their growth rates **Appendix 7 (a)**.

The consultant suggests that South African SMEs can venture into the Tanzanian business environment by means of partnerships (or rather matching) with local enterprises, identifying them and then exporting directly to interested customers (end users, retailers and wholesales) of certain products, establishment of branches/subsidiaries, and direct investment. Out of these approaches, the consultant proposes that partnerships with local business actors be given the first priority. This banks on the findings that politically the current government is also in favour of facilitating such partnerships and economically the approach bears many advantages

to South African SMEs, including easy of access to land, business licences and permits by the local partners.

As a starting point to facilitating the matching process, a list of Tanzanian importers and types of products they import is appended (Appendix 7). Such a list has the addresses (postal, email and telephone numbers) of those importers so that potential South African SME exporters can easily contact and start networking with local enterprises that deal with similar products and services. These Tanzanian importers were interviewed and showed interest in sourcing products and services from South African enterprises or working in partnership with their South African counterparts. **(Appendix 2 (b))** provides a list of key institutions to assist in trade facilitation and investment opportunities.

Moreover, as a way of exposing and hence acquisition of awareness about the Tanzanian business environment, South African SMEs can take advantage of the annually organised Dar es Salaam International Trade Fair which takes place in every July. Special exhibitions can also be explored by SMEs and ECIAfrica. These can assist them in validating their business concepts. The report further provides guidelines on the legal and regulatory matters that are necessary for importation of products and services in Tanzania **(Table 5 and Appendix 5)**.

LIST OF ABBREVIATIONS

BARA	:	Business Activities Registration Act
BET	:	Board of External Trade
BOT	:	Bank of Tanzania
BRELA	:	Business Registration and Licensing Agency
CIF	:	Cost Insurance and Freight
CTI	:	Confederation of Tanzania Industries
FDIs	:	Foreign Direct Investments
FSDT	:	Financial Sector Deeping Trust
GDP	:	Gross Domestic Product
ICT	:	Information and Communication Technology
MFIs	:	Micro Finance Institutions
MITM	:	Ministry of Industries, Trade and Marketing
NBS	:	National Bureau of Statistics
NSGRP	:	National Strategy for Growth and Reduction of Poverty, (popularly known as MKUKUTA)
S&T	:	Science and Technology
SAIBL	:	South African International Business Linkages
SMEs	:	Small and Medium Size Enterprises
TCCIA	:	Tanzania Chamber of Commerce, Industry and Agriculture
TCRA	:	Tanzania Communications Regulatory Authority
THA	:	Tanzania Harbours Authority
TIC	:	Tanzania Investment Centre
TNBC	:	Tanzania National Business Council
TPSF	:	Tanzania Private Sector Foundation
TRA	:	Tanzania Revenue Authority
TSHs	:	Tanzanian Shillings
VIBINDO	:	Vikundi vya Biashara Ndogondogo (Groups of Small Businesses)

ACKNOWLEDGEMENT

In undertaking this marketing research, many individuals and institutions helped me in different ways, such that without their support this work would not have been completed timely. I very much acknowledge for such their support and sincerely thank all who closely assisted me. To list all the names would be an impossible exercise but is important to mention a few of them. First, I would like to acknowledge the role played by Mandisa Mashologu (ECIAfrica) for her participatory guidance and advice during the whole exercise. Her initial briefing was key in understanding the whole exercise and what was expected of me. I am grateful to the Field Assistants who facilitated the data as collection as part of the assignment. These are Dingo Peter, Aziz Kazinja, Geoffrey Mdemu, Kashumba Muzaula, Deogratias John (Dar es Salaam City), Arcard Rutajwaha (Mwanza) and Wilson Baitani (Arusha). Also, I wish to recognize the contribution by the Researchers Issack Shimba Allan and Fredrick Rumanyika who tirelessly participated in the consultations and the preparation of this report. Salome Nai Robert is remembered for working around the clock visiting websites, supervising data collection, participating in data analysis and formatting this report. I am very thankful to all.

Last but not least, let me take note of all representatives of the business firms and other institutions for availing their time and providing us with very useful information that has enabled us to complete this report.

Ruta Mutakyahwa

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1.0 INTRODUCTION

1.2 Background information

The United Republic of Tanzania is the largest of the East African Countries, having an area of 945,000 square kilometres and an estimated population of 37.9 million in 2006 (URT., 2006). From the early 1960s to early 1980s the country adopted and practiced socialist policies whereby all major means of production and many of businesses were directly controlled by the state. Nevertheless in the mid 1980s, following economic crises that were associated with the socialist policies, the government adopted reform processes that gradually started shifting it from socialism to market oriented policies. As a result of these reforms, over the past few years (2000 – 2006) the country's GDP has been growing at a rate of above 5%.

Currently, with its Vision 2025, the government is committed to a market driven economy wherein the private sector plays a greater role in economic activities. Indeed a number of umbrella private sector organizations and associations have been established in order to articulate their needs to the wider public and strengthen their capacity to dialogue with the Government. Such organizations, include the Tanzania National Business Council (TNBC), Tanzania Private Sector Foundation (TPSF), Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA), Confederation of Tanzania Industries (CTI) and "Vikundi vya Biashara Ndogondogo" (VIBINDO), Tanzania Industries among many others. Moreover, apart from strategizing at making the business environment conducive to local enterprises, the current government is very committed to attracting and supporting mutually beneficial business relationships with foreign institutions and the international community.

Specifically with regard to trade relationships with South Africa, it is apparent that business linkages between South Africa and Tanzania have been gradually increasing in the past few years (**Figur 2**). The market orientation governance structure that Tanzania adopted provides more opportunities to South African firms to transact with her in various forms, including trade (import and export trade), foreign direct investments (FDIs), partnerships, and management contracts. Available statistics show that the volume of trade between the two countries has increased from US\$ 314.9 million to US\$ 696.3 million between 2003 and 2005 (URT, 2007). Specifically, Tanzania's exports to South Africa increased from US\$ 38 million in 2003 to US\$ 292 million in 2005. Similarly, Tanzania's imports from South Africa increased from US\$277 million to US\$404 million over the same period. These figures serve to demonstrate that South Africa has increasingly become a significant and thriving trading partner of Tanzania. South Africa is the fifth largest source of foreign direct investment to Tanzania after the United Kingdom, Kenya, India and China. Statistics show that between 1990 and 2006 investment flows from South Africa reached \$ 467 million. This accounted for about 10% of the total investment flows to Tanzania during that period. However, most of the South African firms that have ventured into Tanzania are large companies. Small and Medium size Enterprises (SMEs) are still finding it difficult to venture and hence take part in mutually beneficial transactions with their counterparts in the Tanzanian business environment.

Having observed that South African SMEs also have the potential to export various products and services to Tanzania but are limited by their size, exposure and absence of networks and linkages, ECIAfrica Consulting (Pty) Ltd through its South African International Business Linkages Programme (SAIBL) found it imperative to intervene and explore opportunities for South African SMEs. To achieve this the SAIBL programme contracted R. G. Mutakyahwa of

ROMME CENTRE, Dar es Salaam; to carry out a market research in Tanzania with the view to establishing the demand and possible opportunities for South African SME products and services as well as identifying potential buyers of such products.

1.2. Research objectives

In general terms, the market research was intended to identify and assess market and investment opportunities for South African SMEs. It focused on identifying current, emerging and other products and service sectors that provide opportunities for South African SMEs. Among other things, it included identification of key sectors in the Tanzanian economy, an assessment of current and potential goods and services being imported by Tanzanian firms, import procedures of such products and services, and contacts for doing business in Tanzania.

Following the above overall objective, the specific objectives of the study were:

1. Identifying and analysing sectors with growth potential in Tanzania and identifying opportunities for South African SMEs that aspire to export goods and services.
2. Identifying Tanzanian importers and businesses importing such goods and services, where they source from at present and why, and providing insights into the key drivers of buying decisions of importers.
3. Providing information or listing key sources on relevant legal and regulatory requirements for importation of products and services in Tanzania.
4. Providing guidance and recommendations on effective ways of exposing South African SMEs to the Tanzanian market and business opportunities, and identifying relevant contacts and institutions (to assist in trade facilitation and investment opportunities)
5. Providing a report of findings and recommendations with appropriate annexes and reference information.

1.3 Significance of the research

As implied above, the expected outcomes of the study are to assist in identifying opportunities for specific products and services that are in demand in Tanzania, which could be sourced or supplied from SMEs in South Africa. Various mechanisms through which such products and services could possibly be supplied in Tanzania were to be explored with the view to advising on the most appropriate ones. Such sourcing arrangements include direct importation, direct investing in Tanzania, and agency arrangements or partnerships with local (Tanzanian) companies. Moreover, should such opportunities exist, SAIBL intend to use such findings in facilitating networking and matchmaking for South African SMEs with Tanzanian businesses.

2.0 METHODOLOGY

In order to meet the objectives of the study, the consultant used a combination of methods, which strategically aimed at coming up with current, relevant, reliable and valid information. The exercise started in March, 2007 and ended in mid April, 2007. Below is a brief explanation on the methodology.

2.1 Sources of data

For the purpose of acquiring a comprehensive understanding of the possible business opportunities that can be pursued by South African SMEs, the consultant collected data from various sources, public and private. These include the Bank of Tanzania (BOT), the National Bureau of Statistics (NBS), the Ministry of Trade, Industries and Marketing (MITM), the Board of External Trade (BET), Tanzania Revenue Authority (TRA), and Tanzania Investment Centre (TIC). Other sources included the Tanzania National Business Council (TNBC), Institutions/Chambers in relevant sectors such as Tanzania Chamber of Commerce, Industries and Agriculture (TCCIA) and the Confederation of Tanzania Industries (CTI).

Government policy documents were also reviewed in order to have a sound picture of government priorities with regard to business related matters. Documents reviewed include the National Trade Policy (2003), the National SME Policy (2003), the National Strategy for Growth and Reduction of Poverty (NSGRP, popularly known as MKUKUTA), Tanzania Communications Regulatory Authority, National ICT Policy (2003), National Budgets, and speeches of the President and Ministers with regard to investment promotion in Tanzania.

In addition, consultations and discussions were made with major importers, retailers, wholesalers and businesses for potential networking and matchmaking with South African SMEs. **Table 1** below indicates the various data sources used/activities conducted and the associated results.

Table 1: Data sources/activities and the results obtained

S/N	Activity	Results
1.	<ul style="list-style-type: none">General briefing from SAIBL and relevant locally based institutions with interest of South Africa	<ul style="list-style-type: none">Clear understanding of the whole exercise and expectationsKnow products and services SAIBL and South African SMEs can provide in Tanzania
2.	<ul style="list-style-type: none">Reading available documents and reports on national data, development plans on trade, imports and growth of relevant economic sectors in Tanzania (National Budget, statistical data from National Bureau and other relevant documents)	<ul style="list-style-type: none">Identification of sectors with growth potential and opportunities for South African SMEsDemand of products and services
3.	<ul style="list-style-type: none">Visits and discussions with key stakeholders including Ministry of Industries and Trade, sector line	<ul style="list-style-type: none">Relevant data on Tanzanian importers and businessesIdentification of opportunities for South

S/N	Activity	Results
	Ministries, Board of External Trade, Tanzania Investment Centre, National Business Council, Institutions/Chambers in relevant sectors such as Commerce, Agriculture, Tourism, Manufacturing and Mining and infrastructure (Communication and Transport) Tanzania Revenue Authority, Customs and Confederation of Industries <ul style="list-style-type: none"> • Visiting websites • Consultations with major importers, retailers, wholesalers and businesses for potential networking and matchmaking for South African SMEs 	African SME linkages <ul style="list-style-type: none"> • Legal and regulatory requirements identified
4.	<ul style="list-style-type: none"> • Consultations with the South Africa Business Community in Tanzania, the Dar es Salaam based South Africa High Commission and other South African firms operating in Tanzania 	<ul style="list-style-type: none"> • Relevant contacts and information on trade facilitation

2.2 Data collection methods

The data collection method adopted is that of personal contacts with key informants. Specifically with regard to collection of data from importers, wholesalers and retailers, this approach seemed appropriate because more information could be collected from them. Likewise, personal visits were also made to Associations, Chambers, Ministries, and Bureaus whereby in-depth interviews were held with key informants (See **Appendix 1**, People met and discussed with). In addition to personal visits, where possible information from websites of these data sources were also accessed and are included in **Appendix 2**.

2.3 Type of data collected

Both quantitative and qualitative data was collected. Quantitative data was used in establishing the volumes and value of imports in various sectors, product categories, their countries of origin, and similar information. Such data enabled the researchers¹ to generate trends of importations in those sectors. Qualitative information on the other hand was used in ascertaining a wide range of information including motivation and preferences of Tanzanian importers, sourcing products from certain countries. Such information was also helpful in ascertaining concerns of key decision makers in the business environment as reflected in national policies, ministerial and the presidential speeches. All these assist in providing strategic direction of the nation's trade and investment priorities.

¹ The Consultant engaged the services of 2 Researchers and 7 Field Assistants.

2.4 Sample size and sampling procedures

A total of 157 enterprises located in Dar es Salaam were visited and interviewed by the research team, using a brief questionnaire (See **Appendix 3**). These enterprises operate in various business sectors. However, since tourism and mining related businesses are also more active in Arusha region, 6 more firms falling in the tourism and mining sectors were selected and interviewed in this region. Moreover, with the understanding that mining activities are actively undertaken in Mwanza region, data collection was also conducted in this region whereby 7 more enterprises of which 2 were falling in the mining sector were interviewed for information on inputs they require for their business operations. This makes the overall total of enterprises visited to sum up to 170. Apart from these enterprises, data was also collected from various government and non-government institutions as indicated above under sources of data.

2.5 Data analysis

Quantitative data was analysed by the use of a computer spreadsheet (the Excel). Among other things this facilitated establishing aggregates (value and volumes) of imports of various product categories, trends of importation from various countries as well as projecting the way the future performance is likely to be. Qualitative data was analysed by the use of pattern analyses, whereby different qualitative data sources were cross-examined in order to see if at all they all have the same trend. For instance, assertions in policy documents and high level speeches were analysed together in order to establish which business sectors are given priority by the current government, in the light of which appropriate advice can be provided to South African SMEs that intend to do business with Tanzania.

3.0 FINDINGS

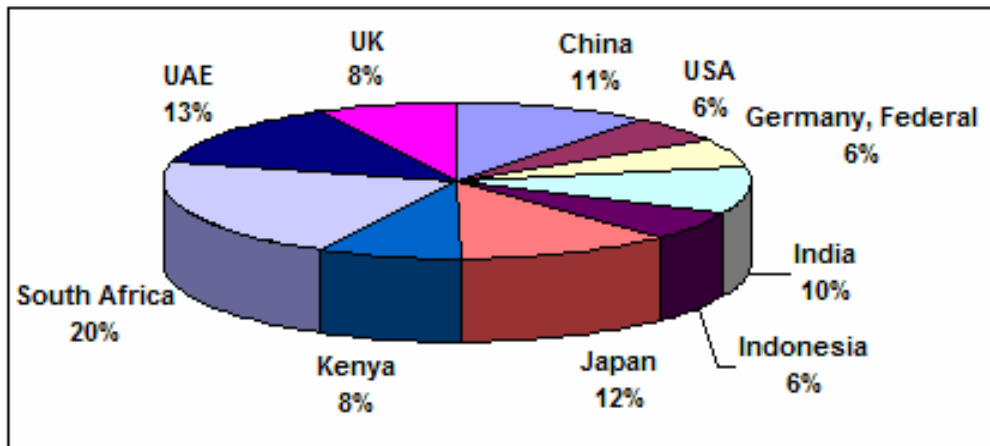
The above mentioned data collection and analysis processes generated a richer information base that adequately enabled the consultant to address the research objectives. The key issues examined and analysed are presented as follows: first, the position of South Africa in the Tanzanian market is explained, followed by the trends of Tanzania's major imports. The next section includes key decision drivers for Tanzanian importers to import from the current countries of origin, business sectors with greatest growth potentials, and key sectors that are currently given priority by different government authorities. The sectors that the consultant proposes South African SMEs to focus on are then explained and analysed, followed by Tanzanian importers and the type of products and services they import, and then the legal and regulatory requirements for importation of products and services in Tanzania.

3.1 Position of South Africa in the Tanzanian market

In general terms, the findings indicate that for the period 2000/2006 Tanzania has been an attractive destination of South African products and services to the extent that South Africa has become the leading exporter in the Tanzanian market. This is supported by the data, which indicate that in the list of the top ten exporters into Tanzania, South Africa leads and accounts for 20% of the total imports. **Figure 1** below indicates such top ten countries and their

respective proportions of imports, whereby the total value of South African imported products and services over the period 2000/2005 is 2,260,451 millions of Tanzanian Shillings².

Figure 1: Tanzania's top ten importers and their respective proportions for 2000/5

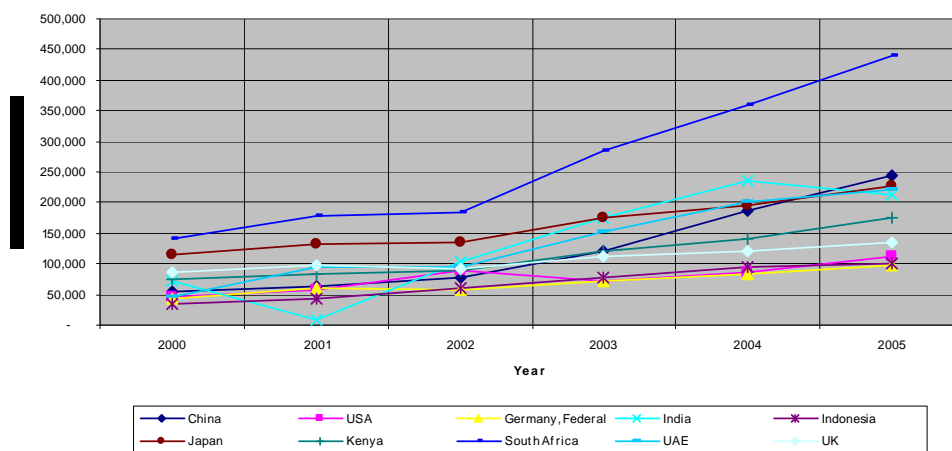


Data source: Bank of Tanzania, 2006 and National Bureau of Statistics 2006

In addition, the data indicates that the trend of importation is increasing. This is supported by the observation that while in the year 2000 Tanzania imported products and services worth 139,577 millions of Tanzanian Shillings from South African, the figure increased to 440,090 millions of Tanzanian Shillings by the year 2005. The trend of imports from the top ten exporters into the Tanzanian market is indicated in the Figure 2.

Figure 2: Trend of imports from the top ten countries that export to Tanzania 2000-2005 (c.i.f. TZS)

Tanzania's Imports (c.i.f.) by selected country of origins (in TZS) 2000-2005



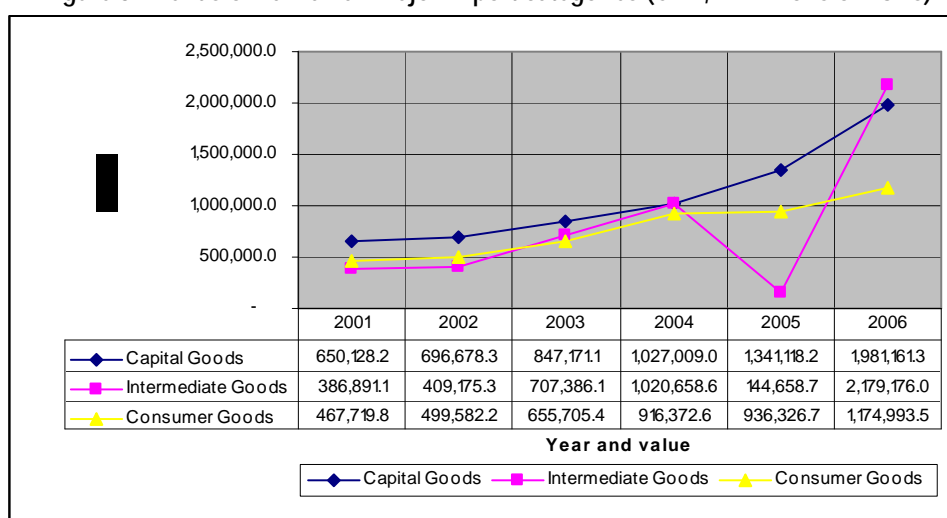
Data Source: Bank of Tanzania, 2006 and National Bureau of Statistics 2006

² As of 10th April 2007, the indicative mean exchange rate is Tanzanian Shillings 175.6341 per South African Rand (Data source: Bank of Tanzania).

3.2 Trends of Tanzania's major imports

The data on Tanzania's major categories of imports is summarized in **Figure 3**. Such data indicates that with the exception of 2006 in many of the years 2001 to 2005 capital goods (which include transport equipment, building & construction, and machinery) had the largest proportion of imports. Second were Consumer goods (which include food & food stuff, as well as other consumer goods) followed by intermediate goods (which include oil, fertilizers, and industrial raw materials). However, in the year 2006 the situation changed whereby intermediate goods had the highest proportion, followed by capital goods and lastly consumer goods.

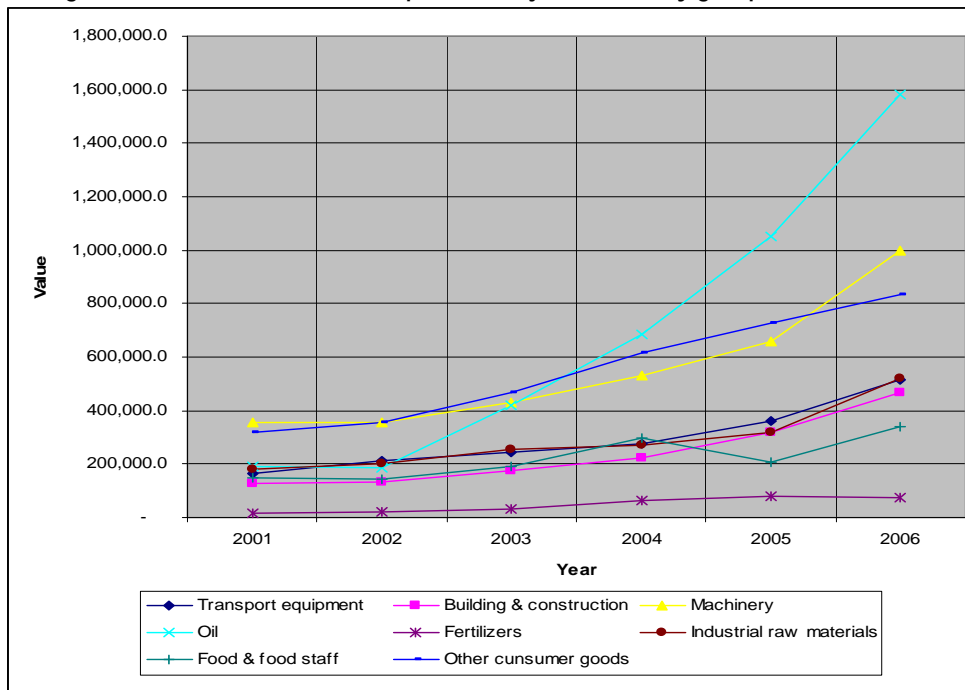
Figure 3: Trends of Tanzanian major import categories (C.i.f., in millions of TSHs)



Data source: Bank of Tanzania, 2006

Regarding major commodity groups, the data trends presented in **Figure 4** indicate that importation of oil is in the lead, followed by machinery and other consumer goods. Next in the list of imports with higher proportions are transportation equipment, industrial raw materials and building & construction materials. Importations of foodstuff and fertilizers are the least.

Figure 4: Trends of Tanzanian imports of major commodity groups for 2001-2005



Data source: Bank of Tanzania, 2006

3.3 Future demand of South African products and services in Tanzania

Regarding the demand for products from South Africa, data collected from importers as well as the Tanzania Revenue Authority (which plays a key role in assessment of imports), indicate that for the years 2003 to 2006 there has been a continuation of importation of the various product categories which generate the grand totals indicated in **Figure 4**. These observations suggest that given that the GDP is consistently increasing and there are no major changes and policy reforms that can affect the situation, the demand for these product categories will continue growing. A list of such product categories and their importations over these years is provided in **Appendix 4**.

This was also revealed by Tanzanian importers and business firms that were interviewed. They indicated the types of goods and services they would like to get from South Africa (See **Appendix 7 (b)**).

3.4 Motivation of Tanzanian importers to buy from current countries of origin

During interviews, importers were asked about what motivates them to import products and services from various countries. Multiple responses were provided by the 170 respondents and from those responses summaries of frequencies were generated during the data analysis process. The findings indicate that regarding motivation to buy from the current countries of origin, **quality** and **price** are the leading factors that Tanzanian importers consider. They account for 40% and 35%, respectively for all reasons given by importers. In addition, consistence of **availability** of supplies, possibilities of working in **partnership** with enterprises in exporting countries as well as **convenience of logistical** processes are also taken into

consideration. In that regard, South African SMEs that aspire to export their products and services into the Tanzanian market should carefully consider these factors. Table 2 provides a list of the key motivating factors and their respective percentages of importance.

Table 2: Motivation of Tanzanian firms to import from current countries of origin

S/No.	Motivation Factor	Percent
1.	Quality	40%
2.	Price	35%
3.	Availability	12%
4.	Partnerships	6%
5.	Convenience/Logistics	4%
6.	Relations	1%
7.	Technology	1%
8.	Others	2%

Data source: Research Data

Generally, the hierarchy of motivating factors as indicated in the above table does not depend on the types of products or services. However, there is an exception to it with respect to the following items (which do not follow this general trend):

- Technology: The price factor on this aspect has a weight of 60% and availability of it is given a weight of only 4% by many of the respondents.
- Tractors: The price aspect has a weight of 45% and working in partnerships is accorded a weight of 27%. This follows the fact that working in partnership ensures sustainable availability of spare parts and related services.
- Furniture: With regard to these products, quality and price are given equal importance. Long-term relationships with the suppliers are not given high importance, perhaps because customers of these products don't need services from suppliers once these products are bought.
- Alcohol - more preference is on availability (80%) and packaging materials (23%). The aspect of packaging emerges here because of the availability of competitive brands and hence the need to make the appearance of products different from those of competing brands.

Moreover, it is important to note that there are countries whose imports do not follow the general trend established above. These are as indicated below:

- Kenya - price (49%) is the main motivation to buy products and services from Kenya followed availability (33%).
- India - more weight is on the price factor (45%) followed by quality (39%) .
- Other Africa countries: Availability is the main factor (80%) that makes Tanzanian business firms to get goods from African countries. The aspect of reliability and availability of supplies is important because of inability of many of the enterprises in African countries to supply consistently. Importers therefore consider this as an important aspect before establishing business relationships with suppliers from these countries.
- Flexibility is another aspect that motivates people to get commodities from China and Taiwan as they can adjust in case the buyer changes his/her mind. Suppliers from these countries are placed high on this aspect as they can accommodate changes on the importers' side, for instance on issues about quantities, product assortments, and

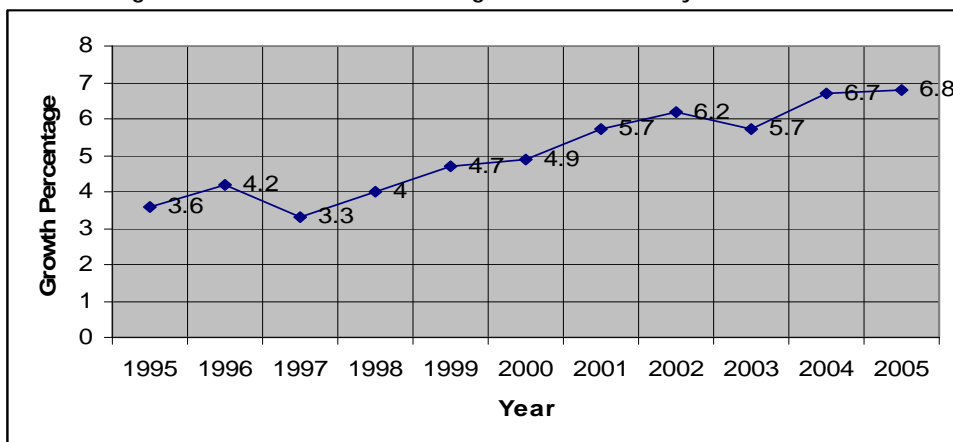
delivery schedules. These qualities support long-term relationships with Tanzanian importers.

- Partnerships are more for South Africa and India as companies operating in Tanzania tend to buy products from companies in their respective countries and family relations for the case of India.
- Belgium - availability of products takes a high weight of 60%.

3.5 Business sectors with the greatest growth potentials

The above information suggests that for the last decade the Tanzanian GDP has been consistently growing at a rate which is above 5% as indicated in **Figure 5**, the market (effective demand) and opportunities for South African imports in Tanzania will proportionately continue to increase if appropriate strategies are pursued by South African exporters. Factors leading to increased demand include the growth of GDP³ and inflow of Foreign Direct Investments.

Figure 5: Tanzanian overall GDP growth rate for the years 1995-2005



Data source: Bank of Tanzania, 2006

The data reveal that while in the early 1990s GDP annual growth rates were often lower than the population growth rate, economic growth has since the mid-1990s risen more steadily and over taken the population growth rate, which was 2.9% on the average for 1988 –2002. For instance, in 2005 the economy grew by 6.8 percent compared to 6.7 percent in 2004. The major sectors contributing to this growth are⁴:

- Agriculture that includes livestock and fishing
- Manufacturing
- Mining
- Tourism and Natural Resources
- Construction and Land Management
- Trade
- Financial and Business service including insurance
- ICT- including telecommunications

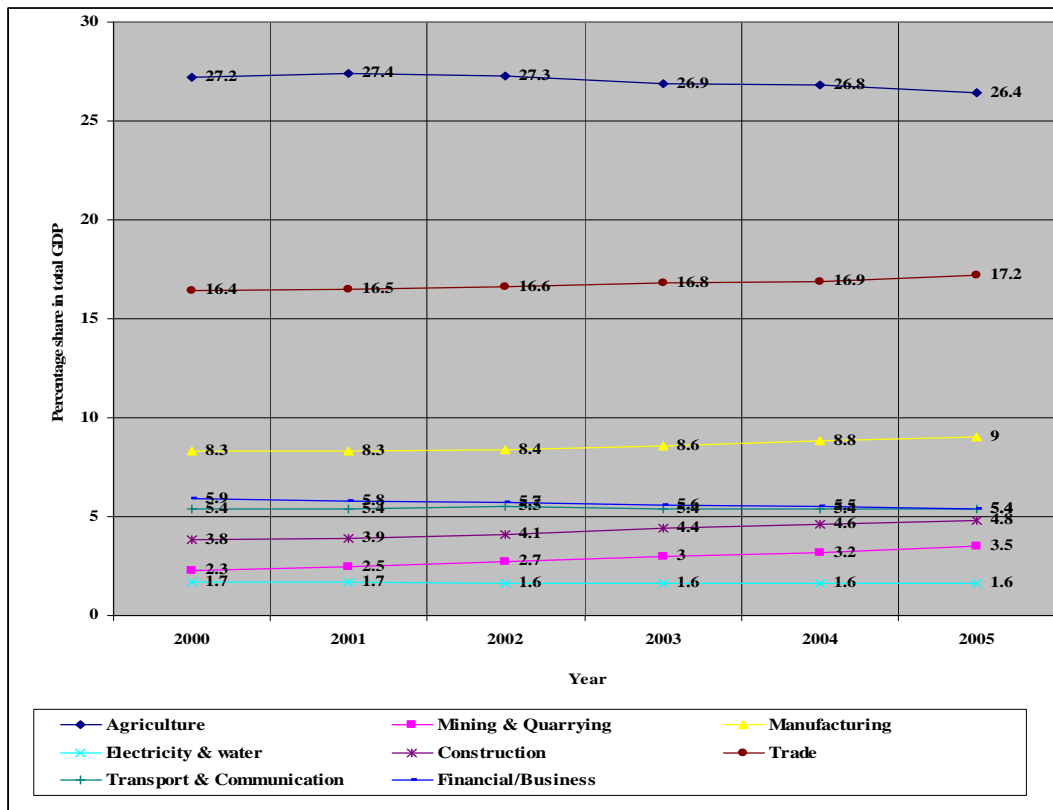
³ The GDP growth is likely to continue due to the current NSGRP that puts emphasis on growth and reduction of income poverty, and Improvement of Quality of life and Social Well Being.

⁴ See also Figure 7.

The implication of these findings to South African SMEs is that the above sectors have the ability to stimulate demand (through forward and backward linkages) for inputs that are mostly sourced outside Tanzania. For instance, considering the tourism and natural resources sector, there are many opportunities that demonstrate both forward and backward linkages. These include investing and operating hotels, tour operation services, and training services. Investing in these activities has multiplier effects on other economic activities, including trade (importation of road and house construction materials, importation of vehicles that are appropriate for tour operations and spare parts for such vehicles), teaching and learning on ICT and tour related management. Moreover, there are linkages with the agricultural sector for supplies of food, vegetables and fruits that can have a ready market in the hotels. Thus, opportunities for South African imports will continue unfolding if such SMEs can keenly identify the right sectors and product categories that match their potentials.

From the above overall picture of the Tanzanian GDP growth, the consultant disaggregated and analysed the individual contributions of the above sectors. This sector-wide analysis is important as it gives an indication of the appropriate sectors upon which South African SMEs can reasonably target. **Figure 6** provides the GDP percentage share of selected sectors over the years 2000 to 2001.

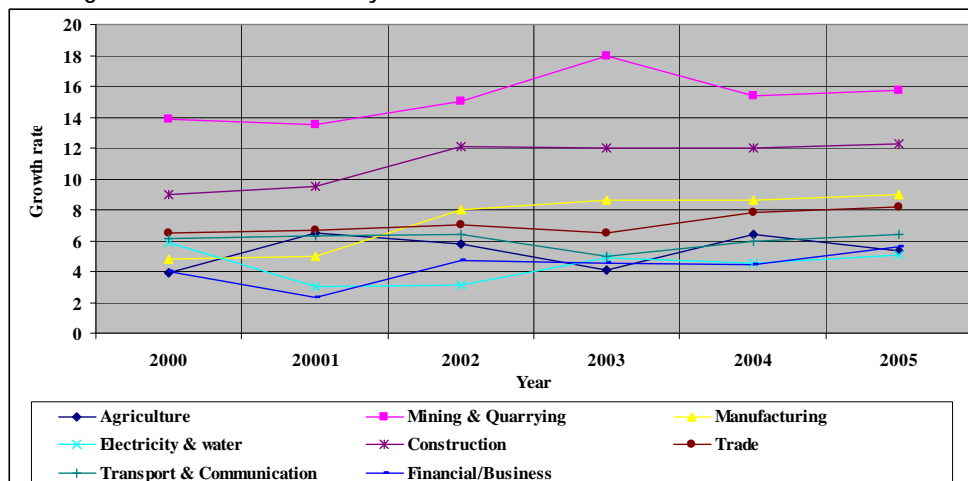
Figure 6: Economic Activity % Share in Total GDP at constant 1992 Prices (2000-2005)



Data source: Bank of Tanzania, 2006

A further analysis of the data produced the growth rates of these sectors over the same years as indicated in Figure 7.

Figure 7: GDP Growth Rates by Selected Sectors, at Constant 1992 Prices, 2000-2005



Data source: Bank of Tanzania, 2006

Some details about the sector-wise analysis and the opportunities in each of the sectors are as follows⁵ :

1. Agriculture

The agriculture sector has for a long time been the backbone of Tanzania's economy, creating employment and incomes to the majority. It also has many forward and backward linkages with other sectors including manufacturing, tourism and trade. In 2005, this sector grew by 5.3 percent compared to 5.8 percent in 2004.

Opportunities for investing in the agricultural sector include irrigation farming, livestock and poultry keeping and agro-processing.

2. Manufacturing

This sector grew by 9.0 percent in 2005 compared to 8.6 percent in 2004. The growth was attributed to increased production of products such as cement, beverages, corrugated iron sheet, steel products, plastic products and textiles. Manufacturing is demand driven and responds to incentives to local manufacturers and competition posed by imported products.

In this industry there are opportunities to supply raw materials required by manufacturers and the establishment of even small plants for processing of selected products including processing of agricultural products.

3. Mining

This is one of the fastest growing sectors in the recent years. In 2005, the mining sector grew by 15.7 percent compared to 15.4 in 2004. This sector requires heavy investment and the

⁵ Further information is indicated in **Appendix 7 (b)**

opportunities for SMEs are on supporting the communities living around the mines to improve their skills and knowledge through training and financial services to enable them to establish economically beneficial linkages with mining firms. Other opportunities include investing in mining activities and marketing/selling of minerals and related products. *The Buhesi Dealers Company and Tanzanite Africa in Arusha are some of such companies that require partners in mining related businesses.* Provision of supplies and support services to the mining companies is another area where South African SMEs can think about. Supplies include explosives especially dynamite, chemicals including silicon and mercury, helmets polishing powder and professional services of geologists and mining engineers.

4. Tourism and Natural Resources

This sector is currently growing and hence important in employment creation, income generation, forward and backward linkages, and overall contribution to GDP. In 2005, forestry and hunting sub-sector grew by 4.5 percent compared to 3.8 percent in 2004. Fisheries sub-sector grew by 7.3 percent in 2005 compared to 6.7 percent in 2004.

Tanzania is internationally renowned to its abundance of tourism attractions including wildlife sanctuaries, mountains and pristine beaches. The tourism sector has been one of the success areas showing significant growth on the Mainland and Zanzibar during the last decade as recent statistics reveal.

- i. The number of projects approved by TIC kept on growing from 31 projects in 1997 to 229 projects in 2000 and by 2004, a total of 664 projects in the tourism sector had been registered with TIC.
- ii. In 2005, a total of 624,020 foreign tourists visited Tanzania compared to 582,807 in 2004. It is expected that by 2010 the country will receive 1 million tourists a year if the sector continues to grow at the rate of between 10% and 20%.
- iii. Tourism is the second largest foreign exchange earner (over \$600 million in 2003/04) and it employs roughly 322,000 workers.
- iv. According to information (March 31, 2005) from the Ministry of Natural Resources and Tourisms (MNRT) is that the tourism sector will continue to grow substantially as a result of government economic reforms, anti-poaching measures to boost the game populations, and local communities and local communities also are encouraged to conserve and protect animals.

Opportunities in this industry cover the establishment of forests and facilities for improving services to tourists including opening up new tourist centres throughout the country, ecotourism, hotels, training and managerial services. Foreign nationals take up managerial and supervisory positions in tourist hotels. In turn, this will eventually increase the importation of basic requirements for tourism including food stuff, construction and building materials, electrical and security services.

5. Construction and Land Development

In 2005, the sector grew by 12.3 percent compared to 12.0 percent in 2004. The growth was mainly contributed by maintenance and rehabilitation of bridges, construction of residential houses, and commercial buildings. Land development, the construction of Primary and Secondary School buildings, and roads were other factors that stimulated growth of this sector.

Investment opportunities are in supply of construction materials and participating in construction works and provision of professional services including land survey and architecture.

In the education sector, the construction of more schools creates an opportunity for the provision of training materials, aids, and some materials that could be processed and manufactured in Tanzania. Products that target school children and construction of schools are highly demanded (medium and long term plans).

6. Internal Trade

Wholesale and retail trade, hotels and restaurant sector grew by 8.2 percent in 2005 compared to 7.8 percent in 2004.

Opportunities in Internal Trade are around the ease in registering a business enterprise in Tanzania – as an individual, in partnership or in joint venture, or as a company. Once you have established a business you can import products and trade. Participation in internal trade fairs (Dar es Salaam International Trade Fair) could be a measure that would assist to evaluate the performance of ones' products in the internal market. This fact then would be used as a base for – deciding on trade modalities.

7. Financial and Business Services

During 2004/05, broad money supply (M2) increased from Tanzanian Shillings 1,856,326.30 in 2003/04 to 2,366,508.00, equivalent to an increase of 27.5 percent. During the same period, domestic credit increased from Tanzanian Shillings 1,123,588 million in 2003/04 to 1,504,077 million, equivalent to an increase of 33.9 percent. Also in 2004/05, commercial banks credit to various sectors increased from Tanzanian Shillings 965,985.9 million in 2003/04 to 1,219,305.6 million, equivalent to an increase of 26.2 percent. In the same period, the government continued to create conducive environment to facilitate various sectors to access credit. By end of December 2005, there were 8 companies listed at the Dar es Salaam Stock Exchange (DSE) compared to 7 companies in 2004, out of which 6 were local and 2 foreign companies. Despite these developments in the financial services sector almost 54% of the population (16 years and over) are excluded from financial services as revealed by FinScope survey in Tanzania 2006 (FSDT).

The opportunity in this industry is to support MFIs access required finances by their clients especially in the rural areas; including capacity building for management and control of MFIs businesses. Establishment of medium size MFIs and insurance related activities is another possible area for intervention.

8. ICT – Including Telecommunications.

During 2005, the Tanzania Communications Regulatory Authority (TCRA) continued to oversee the quality of communication equipment imported from various countries. By December 2005, Tanzania continued to use the micro-wave ICT National Backbone whose capacity was below users demand. In 2005, a total of 23 companies were providing internal services, the same number as was in 2004. The cost of internet services continued to be high due to inadequate infrastructure and other basic services required facilitating the provision of communication services such as reliable electricity and adequate capacity of existing ICT national backbone infrastructure. By the end of 2005, there were 33 radio stations, 15 television stations and 17 cable televisions.

Opportunities are in ICT capacity building –to be able to benefit from these technology people need to be trained to acquire skills and knowledge for the use, management, maintenance and control of the rapid changes in ICT. A specialized high level ICT Institute needs to be established. Training institutions in South Africa could open centres in Tanzania for training and back up services.

3.6 Business sectors that are given priority by different Government Authorities

Findings from the literature review and personal interactions with key informants in different government authorities revealed that they have slightly different priorities on business sectors as indicated in **Table 3**. For instance, being a facilitative organ for investments in Tanzania, the Tanzania Investment Centre (TIC) indicates some sectors for which more priority is given. On the other hand data from the National Bureau of Statistics indicates some sectors with more contribution to the GDP, and likewise the Bank of Tanzania that oversees all local and international economic issues for the country indicates a slightly different ranking of the sectors. However, going through the priority sectors indicated by each of these government authorities one can observe that more or less the same sectors are mentioned by all of them, only that the ranking slightly differs.

Table 3: Business sectors that are given priority by government authorities

TIC Priority sectors	TIC Projects Registration	National Bureau of Statistics	BOT - Contribution to GDP	BOT - Growth Rates
Aviation	Manufacturing	Agriculture	Agriculture (including livestock, Forestry & Fishing)	Mining & Quarrying
Commercial Buildings	Tourism	Manufacturing	Trade, Restaurants & Hotels	Construction
Commercial and Microfinance Banks	Natural Resources	Mining and Quarrying	Manufacturing	Manufacturing
Processing for Export	Construction	Trade	Financial and Business services	Trade, Restaurants & Hotels
Human Resources Development	Agriculture and Livestock	Construction	Transport & Communication	Transport & Communication
Manufacturing	Petroleum Products and Mining		Construction	Agriculture (including Livestock, Forestry & Fishing)
Natural Resources	Transportation		Mining & Quarrying	Electricity & Water
Rehabilitation and Expansion	Services		Electricity & Water supply	Financial and Business services
Radio/Television Broadcasting	Financial Institutions			
Tourism and Tour Operation				
Transport				
Construction				

Sources: BOT (2006), NBS, and TIC.

3.7 Proposed key sectors on which South African SMEs can focus

Informed by the above findings as well as findings from other sources (including presidential and relevant ministerial speeches, reports and national policy documents as indicated under sources of data above), the consultant was able to establish an informed opinion on all the business sectors. Accordingly, the sectors which have growth potentials are of national priority and provide opportunities on which South African SMEs can focus are indicated in **Table 4**.

The reasons for their selection and the government's plan or support for those sectors are also provided.

Table 4: Proposed sectors on which South African SMEs can focus

Sector	Reasons for selection	Government Support/Plan ⁶
Agriculture (including Livestock and Fishing)	<ul style="list-style-type: none"> • The sector will for the foreseeable future continue to be the backbone of Tanzania's economy, providing jobs and sustaining the vast majority of Tanzanians • Has linkages with non-farm sectors • Agriculture Policy of 1997 recognize the need to improve agri-technics and agriculture practices • Existence of Agricultural Input Trust Fund for facilitating the stockiest in importing and distributing the agricultural inputs. • Target growth rates of food production and livestock products to be at least 4% and 5% per annum, respectively. • Investment potentials in production and provision of inputs/implements 	<ul style="list-style-type: none"> ◆ Government to continue with supportive policies ◆ Irrigation Master Plan - better funded and better staffed to expand acreage under irrigation ◆ Revival of the technology and the infrastructure for traditional irrigation ◆ Deliberate measures to improve livestock, pastures and veterinary care ◆ Get better equipment for the fisheries ◆ Research and Extension services to be provided by the Government ◆ Modernising agriculture – need for agricultural implements, fertilizers, high yield seeds, insecticides, etc.
Mining	<ul style="list-style-type: none"> • Tanzania has a great potential particularly for gold, base metals, diamonds, ferrous minerals, a wide variety of gemstones (e.g. Tanzanite) and industrial minerals – coal, uranium, soda, kaolin, tin, etc. • Rising contribution to the country's GDP • Among the lead and priority sectors in the country • A leading recipient of FDI flow and tipped to become the "growth sector" of the economy • The sector being boosted by the Mining Policy (1997) and Mining Act (1998) and Mining Regulations, 1999. • Fiscal incentive package is offered 	<ul style="list-style-type: none"> ◆ Government to continue creating favourable and enabling environment for the sector including investment incentives ◆ Fiscal incentives to continue
Tourism & Natural resources	<ul style="list-style-type: none"> • Has been expanding rapidly both in terms of tourists as well as contribution to the Tanzanian economy. • Abundant tourism endowment including wildlife sanctuaries, mountains and pristine beaches. • Leading recipient of FDI flow and tipped to become the "growth sector" of the economy 	<ul style="list-style-type: none"> ◆ To invite domestic and foreign investors to build more tourist hotels and develop the sector. ◆ To increase the volume of tourists to more than a million by the year 2010 (through increased

⁶ President Kikwete's speech during the inauguration of the Fourth Phase Parliament, in Dodoma, on 30th December, 2005; his opening speech on the 6th International Investors' Round Table for Tanzania, in Arusha, on the 12th March, 2007; and his opening remarks at the Presidential Economic Commission meeting between the United Republic of Tanzania and the Republic of South Africa, in Dar es salaam, on the 5th April, 2007.

Sector	Reasons for selection	Government Support/Plan ⁶
	<ul style="list-style-type: none"> Plans to improve the sector including restaurants, accommodation, transport and trade in gift. Construction of water parks, beach resorts and tented camps and rest camps along the beaches 	investments in hotels, tour operations and training institutions).
Construction	<ul style="list-style-type: none"> Importance of linking the different parts of the country with reliable infrastructure and opening up new areas of economic activity Needed to improve road infrastructure to service tourism industry Construction of residential and non-residential buildings, bridges and land improvement Imports of building and construction have been increasing during the last 5 years Growth rate to reach 13.7% by end of 2009 (The National Construction Policy, 2003). 	<ul style="list-style-type: none"> ◆ To build a tarmac roads and Invite private investors to build the Saadani harbour
Manufacturing (and Industries)	<ul style="list-style-type: none"> Have potential for creating jobs to process agricultural products and reduce post harvest losses Government priority in agro-processing and fish processing. The government wants to move from being an exporter of raw materials to an exporter of value added goods in order to get better returns. Government efforts to increase employment and incomes Imports of Industrial raw materials have been rising for the last 6 years A rise of capital goods imports has been registered since Year 2000 and this is expected to continue increasing with economic expansion Institutional support from the Tanzania Investment Centre Requires partnership between foreign investors and local counterparts Gives rise to industrial raw materials, expertise and technology. 	<ul style="list-style-type: none"> ◆ Develop an Industrial Strategy Master Plan ◆ Facilitate industrial investment including textiles and assembly of consumer goods ◆ Implementation of the Tanzania Mini-Tiger Plan 2020 (through Special Economic Zone) ◆ Empower SMEs through access to finance, technology and market information ◆ SIDO to be strengthened to support SMEs with training, and skills development, consultancy and supervision
Trade	<ul style="list-style-type: none"> Trade Policy (2003) as a recognition of trade as the engine of growth and development in face of globalization Imports of goods and services are expected to remain high but imports to GDP ratio will decline gradually over the medium term as domestic production of consumer goods improves (hence more industrial inputs required) Growth rate to increase from 8.2% in 2005 to 12% by end of 2009 	<ul style="list-style-type: none"> ◆ Business Activities Registration Act (BARA) passed in January, 2007, aiming at reducing regulations and the cost of compliance, hence reducing the cost of starting businesses.
Financial & Business services	<ul style="list-style-type: none"> There is high demand for credit facilities while there are few MFIs and other financial institutions to provide such services especially in rural areas 	<ul style="list-style-type: none"> ◆ Government to pay special attention to the needs of disadvantaged groups ◆ Government to facilitate access to credit for SMEs through the existing framework managed by the

Sector	Reasons for selection	Government Support/Plan ⁶
		Bank of Tanzania ◆ Possibilities of foreign companies being listed on the Dar es Salaam Stock Exchange
ICT (including telecommunications)	<ul style="list-style-type: none"> • Modern economy requires use of science and technology (S&T) • ICT is critical as a pillar for a modern economy • ICT provides a good way to narrow the knowledge gap • Tanzania likely to be a key player in the development of Africa's e-business sector (as per the World Economic Forum's Africa Competitiveness Report, 2003) 	◆ Government identified ICT as another important sector (a cross-cutting one) ◆ Encourage and facilitate development and use of technology ◆ Channel more resources to institutions dealing with development and application of S&T ◆ Conducive environment for the introduction and use of ICT ◆ Government to encourage partnership with private sector

In summary therefore, **Table 5** below provides the opportunities that are available in each of the sectors explained above.

Table 5: A summary of opportunities per sector

Sector	Opportunities
Agriculture (including Livestock and Fishing)	<ul style="list-style-type: none"> ▪ Irrigation farming provision of fertiliser, and agricultural implements ▪ Livestock and poultry keeping ▪ Agro-processing and provision of related inputs.
Mining	<ul style="list-style-type: none"> ▪ Supporting the communities living around the mines to improve their skills and knowledge through training and financial services to enable them to establish economic businesses that have linkages with mining firms. ▪ Other opportunities include investing in mining activities and marketing/selling of minerals and related products. ▪ Provision of supplies and support services to the mining companies is another area where South African SMEs can think about. ▪ Supplies include explosives especially dynamite, chemicals including silicon and mercury, helmets protective gear and security systems ▪ Provision of management and professional services
Tourism & Natural Resources	Establishment of forests and facilities for improving services to tourists including: <ul style="list-style-type: none"> ▪ Opening up new tourist centres throughout the country ▪ Ecotourism ▪ Hotels:- Construction and Management ▪ Tour operations

Sector	Opportunities
	<ul style="list-style-type: none"> Training and managerial services. <p>In turn, the above will eventually increase the importation of basic requirements for tourism including food stuff, construction and building materials, electrical and security services.</p>
Construction	<ul style="list-style-type: none"> Supplying construction materials Participating in construction works Provision of professional services.
Manufacturing (and Industries)	<ul style="list-style-type: none"> Supplying raw materials required by manufacturers Establishment of small plants for processing of selected products including processing of agricultural products. (Appendix 8)
Trade	<ul style="list-style-type: none"> Importation of various categories of consumer, intermediate and capital goods.
Financial & Business services	<ul style="list-style-type: none"> Supporting MFIs access required finances by their clients especially in the rural areas; including capacity building for management and control of MFIs businesses. Establishment of medium size MFIs is another possible area for intervention. Technological development in insurance matters.
ICT (including telecommunications)	<ul style="list-style-type: none"> ICT capacity building –through training and backup services Supplying ICT equipments (hardware and software) Maintenance ICT equipments and facilities Establishment of specialized high level ICT Institute. Training institutions in South Africa could open centres in Tanzania.

3.8 Tanzanian importers and types of products and services they import

The findings indicated that Tanzanian individuals, public and private enterprise import inputs appropriate to their production requirements. Those active in agriculture, manufacturing, mining or trade require varied types of inputs and goods which may be imported either from East Africa, other African countries, Europe, Asia, America, etc.

The economic survey 2005 has a list on page 52 of countries from where most Tanzania imports originate. Moreover, the Annual Trade statistics compiled by the Customs Department of the TRA gives details on direct imports by commodity, country of origin, value, net weight and quantity. It also indicates value and market share for each country of origin. **Appendix 4** has been developed from TRA records.

A list of importers with the type of their imports is appended together with an indication of preferred goods/services they would wish to trade/import from South Africa is provided in **Appendix 7**.

3.9 Legal and regulatory requirements for importation of products and services in Tanzania

Importation of goods and services in Tanzania is governed by various legal and regulatory requirements including the East Africa Customs Management Act, Business Registration and License Act, and Income Tax Act. In that regard, all enterprises operating in Tanzania, whatever their legal forms, must register with the Business Registration and Licensing Agency (BRELA) of the Ministry of Industries, Trade and Marketing. A valid business license is obtained after meeting the requirements set forth, including submission of a Certificate of

Incorporation, Memorandum and Articles of Association, Proof of business premises and an inspection report of the premises by Land and Health Officers.

Table 6 summarises the basic legal and regulatory requirements for undertaking business activities and importation of products and services in Tanzania, with an emphasis on the sectors suggested above. The table also provides the contacts from where additional information can be obtained by interested South African SMEs. (See also **Appendix 2**)

Table 6: A summary of some basic legal and regulatory requirements

Sector	Legal and Regulatory Requirement	Contacts
All Importers	<ul style="list-style-type: none"> Business Registration and Obtain a Business License Business Activities Registration Act 2005 	<p>The Chief Executive officer Business Registration and Licensing Agency (BRELA) P.O. Box 9393 Dar es Salaam Tel: 255-22-2180141/2180130 Fax: 255-22-2180371 Email: usajil@intafica.com</p>
	<ul style="list-style-type: none"> Tax clearance- Direct Taxes, indirect Taxes and other Taxes/Fees/Duties Income tax Act 2004 Value Added investment Act (TIC) 1997 East Africa Customs Management Act 2004 (- Common External Tariff -Internal Tariff + Rules of origin) 	<p>Commissioner General Tanzania Revenue Authority P.O. Box 11491 Dar es Salaam Tel: 22-2116453 Fax: 22-2111814</p> <p>The Executive Director Tanzania Investment Centre No.9 A&B Shaaban Robert Street P.O. Box 938 Dar es Salaam Tel: 255-22-2113365 Web: www.tc.co.tz</p>
Mining Industry	<p>Import-of Equipments, tools and other working materials including personnel for those who decide to acquire licenses for large or Primary Prospecting and mining and those who opt to register for mineral dealers and brokers licenses</p> <p>Comply with: The Mining Act 5 of 1998 and Regulations of 1999 On Registries and Licenses – for all Tanzania and Foreigner. There is a guiding book “ Mineral opportunities sold at US\$20 it gives insight of the industry</p>	<p>Commissioner of Minerals Ministry of Energy and minerals P.O. Box 2000 Dar es Salaam Tel : 255 22 2117156</p>
Agriculture Industry	<p>Import – of Equipment, tools, seeds, manure, packing materials and other inputs for the one deciding to deal with production; and one to be involved in agriculture services (training, research irrigation, farm power, credit, storage, transport processing and input delivery – will determine the required resources and consult T.I.C and Brela on the Registration and Licenses</p>	<p>The Permanent Secretary Ministry of Agriculture, Food Security and Cooperative P.O. Box 9192 Dar es Salaam Tel: 2862480 and 28661392</p>

Sector	Legal and Regulatory Requirement	Contacts
	<p>Comply with: Agriculture Policy of 1997 and various Principle Legislations: The Fertilizer and Food stuffs ordinance 1962 The Agriculture input Trust Fund Act 1994 The protection of new plant varieties Act 2002 Food security Act 1991 Various Crop Acts. The seed Act 18 of 2003 The land Act 1999</p>	
Manufacturing	<p>Import – of Machines, Equipments tools materials and personnel appropriate for the type of product to be manufactured. The industrial Licence/certificate application form requires details for inputs and product market opportunities</p> <p>Comply with: National industries (Licensing and Registration) Act 1967 Integrated Industrial Development Programmed Tanzania Investment Act 1997 The fair competition Act No.8 Tanzania Bureau of Standard Anti-Dumping and countervailing measures of 2004</p>	<p>The Permanent Secretary Ministry of Industry Trade and Marketing P.O. Box 9503 Dar es Salaam Tel : 255 22 2180075</p>
Tourism and Natural Resources	<p>Import- of Construction materials machines Equipments vehicles and Furniture's for the one who decides to construct and operate Hotels and related services plus tour operators.</p>	<p>Ministry of Tourism and Natural Resources P.O. Box 9372 Dar es Salaam</p>
Construction and Land Management	<p>Import – of land development equipments machines vehicles by a developer; working equipments, tools vehicles and personnel for a contractor who decides to participate in consultant might need equipments tools and machines to facilitate rendering consultancy services in the construction industry.</p> <p>Guided by the Construction Industry policy and its Implementation action programme plus Comply with laws Establishing Registration boards related to Construction Industry, including the Public Procurement Act 2004</p>	<p>Permanent Secretary Ministry of Infrastructure of Infrastructure Development P.O. Box 9144 DSM Tel: 213121/213553 Tel: 255 22 2111061</p>
Financial Business Services	<p>Import – of Equipments, Machines, Vehicles, tools, materials and Personnel required to establish and manage a financial Institution appropriate for Target clients (small, medium or large enterprises) in Urban or rural areas.</p> <p>Guided by Banking and Financial Instructions Act 1991; the national Micro finance policy 2002 and the Cooperative Societies Act 2003</p>	<p>Ministry of Finance P.O. Box 9111 Dar es Salaam Tel: 255 22 2111174</p> <p>Bank of Tanzania P.O. Box 2939 Dare es Salaam Tel: 255 22 2110945/6 Fax: 255 22 2182151</p>

Sector	Legal and Regulatory Requirement	Contacts
		Ministry of Agriculture, Food and Cooperatives P.O. Box 9192 Dar es Salaam
ICT Including Telecommunication	Import – of Machines, Equipments, tools, materials and Personnel for the establishment and operating I.C.T centers including providing supporting services like training and technical services. I.C.T Tanzania policy Tanzania Communication Regulator Authority	Ministry of Communications and Transport P.O. Box 9144 Dar es Salaam Tel: 2137650

Moreover, following the reforms that Tanzania has undergone since the mid 1980s, various incentives and support have been provided to foreign enterprises that intend to do business in Tanzania. As a matter of exposing South African SMEs to these incentives a summary of some key issues is provided in **Appendix 5**.

4.0 RECOMMENDATIONS

4.1. Recommendations on means of exposing South African SMEs to Tanzania

Informed by the above findings and discussions with various informants, the consultant recommends the following approaches that can be used in exposing South African SMEs to the Tanzanian market:

- **Personal discussions with businesses in Tanzania especially those who expressed need for discussion and additional information.** This is based on the fact that in the course of conducting the interviews some interviewees were impressed with the possibility of being linked with their South African Counterparts. As a starting point, they proposed that their names, addresses, products and services be provided to potential South African partners for possibilities of matching (see the list provided in **Appendix 7 (a)**). Alternatively, they proposed that if they can have a list of potential South African SMEs with whom they do business together, they could directly initiate interactions with them.
- **Organising talks with the Small Industries Development Organisation (SIDO), CTI and other bodies dealing with trade, SMEs and other priority sectors.** These bodies can be used as links to major opportunities in their sectors, on which South African SMEs can focus.
- **South African SMEs taking advantage of the annually organised Dar es Salaam International Trade Fair (DITF)** which takes place in every July. This can assist them in validating their business concepts as well as soliciting appropriate business partners.
- **Organising special exhibitions in major towns like Dar es Salaam, Arusha, Dodoma and Mwanza.** This can be done in collaboration with the Board of External Trade, SIDO, South African Business Community and the South African High Commission in Tanzania, with the view to exposing interested South African SMEs, to

the Tanzanian business environment. Enterprises from other countries (like China, United Arab Emirates and Turkey) have been using this approach.

- **Inviting the bodies/institutions dealing with trade and investment opportunities in Tanzania to attend trade fairs/exhibitions organised in South Africa.** These can provide sector specific opportunities as well as names and addresses of potential Tanzanian business partners for South African SMEs.

4.2 Possible entry strategies that can be used by South African SMEs

South African SMEs can venture into the Tanzanian business environment by the use of various means used in accessing international markets. These include:-

- Joint venturing (establishing partnerships, or rather matching) with local enterprises,
- Identifying and then exporting directly to interested customers (end users, retailers and wholesales) of certain products,
- Establishment of branches/subsidiaries, and direct investment.

Each of the above entry strategies is associated with certain merits and demerits. Joint ventures with local enterprises, for instance in the mining sector has the advantage because the local partner can easily acquire the land and permits for mining purposes, a situation that would be difficult or costly for a foreign SME. In other sectors as well, there are advantages of local partners being able to easily acquire business premises. However, some of the demerits are associated with the sharing of the profits from the business as well as the requirement to make decisions after discussions and arriving at a certain consensus.

Establishment of branches/subsidiaries has the advantage of retaining the decision making powers at corporate level as well as appropriation of the profits from operations of the business. However, for a foreign SME there might be challenges associated with costly and cumbersome procedures of acquiring working premises, working permits, licenses, and similar requirements.

In the same way, with the strategy of direct investment the foreign company retains its decision making authorities and the returns out of the business. Nevertheless, for SMEs there might be challenges associated with, for instance, the costly and cumbersome procedures as indicated earlier.

Out of the above entry strategies, the consultant is of the opinion that *networking and partnering with local enterprises is the highest ranking strategy as it has many advantages on the side of South African SMEs*. These include the advantages that local partners can easily acquire business premises, register the businesses, acquire relevant permits and are aware of the local business environment. Moreover, the current government is also in favour of facilitating such partnerships. As a starting point a list of Tanzanian importers and types of products they import is appended (**Appendix 7(a)**). Such a list has the addresses (postal, email and telephone numbers) of those importers so that potential South African SME exporters can easily contact and start networking with local enterprises that deal with similar products and services. These Tanzanian importers were interviewed and showed interest in sourcing products and services from South African enterprises or working in partnership with their South African counterparts if appropriate match happen to exist.

5.0 REFERENCES

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<http://www.finscope.co.za>
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<http://www.tanzania.go.tz>
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President Kikwete's opening speech at the 6th International Investors' Round Table for Tanzania, in Arusha, on the 12th March, 2007
- URT : United Republic of Tanzania (2007):
President Kikwete's opening remarks at the Presidential Economic Commission meeting between the United Republic of Tanzania and the Republic of South Africa, in Dar es salaam, on the 5th April, 2007.
- URT : United Republic of Tanzania (2007):
Speech by the Minister for Industry, Trade and Marketing while presenting the Business Activities Registration Bill (2006) to the parliament, in Dodoma, on the 31st January, 2007.

6. 0 APPENDICES

Appendix 1: People met and discussed with

S/N	Organisation	Name of the person	Positional/Title	Address
1.	South African High Commission	Thando Dalamba	First Secretary (Political)	P.O.Box 10723 Dar es Salaam Tel:+255 22-2601800 Fax:+255 22-2600684 Email: political@sahc-tz.com
2.	Holiday Inn	Adam Fuller	General Manager	P.O. Box 80022 Dar Es Salaam Tel:+255 22-2137575 Fax:+255 22-2139070 Email: adamf@hida.co.tz Website: holiday-inn.com/daressalaam
3.	Tanzania Investment Centre	Nakuala A. Senzia	Investment Facilitation Manager	P.O. Box 938 Dar Esa Salaam Tel:+255 22-2116328-32 Fax:+255 22-2118253 Email: information@tic.co.tz senzia@tic.co.tz Website: www.tic.co.tz
4.	National Construction Council (NCC)	Lukimbo	Head, Building Section	Box 70039 Tel: 255-22-2110869/2131321 E-mail: ncc.or.tz
5.	Tanzania Revenue Authority (TRA)	Adam Anthony Lingwentu	TRA Liaison Officer Taxation Matters	Tel: 0784 658188 22 211622832
6.	Ministry of Energy and Minerals	Tuna Bandoma	Licensing Officer	P.O. Box 2000 Dar es Salaam Tel: 0713 614846
7.	Tanzania Revenue Authority (TRA)	James John Mbanda	TRA Statistics-Data on Import Business Statistics	Customs and Exercise Department P.O. Box 9053 Dar es Salaam Tel:0754394054/ 0787394055
8.	Tanzania Investment Centre	Zacharia Kingu	Investment Facilitation/Promotion	Tanzania Investment Centre P.O. Box 938 Dar es Salaam Tel: 0754277727
9.	National Construction Council	Wambura M. Wambura	National Construction Officer	P.O. Box 70039 Dar es Salaam Tel: 22 2131321/ 0773 458270
10.	Ministry of Agriculture, Food Security and Co-operatives	John Mbamba	Principal Agricultural Officer	P.O. Box 9192 Dar es Salaam Email: jamkamb@yahoo.com
11.	Ministry of Industry Trade and Marketing	G.S. Mkassi	Principal Engineer	P.O. Box 9503 Dar es Salaam Tel: 0784 368306
12.	Investment Advisory Services Ltd	Leon R. Mlambo	Executive Director	P.O. Box 80498 Dar es Salaam Tel : 22 2120143 Fax : 22 2120195 Email : leon@aalocom.or.tz leon_mla@yahoo.com

Appendix 2: Websites visited

(a). Websites and contacts of key facilitating institutions visited

S/N	Organisation	Website
1.	Bank of Tanzania	www.bot-tz.org
2.	Board of External Trade	www.bet.co.tz
3.	Confederation of Tanzania Industries (CTI)	www.ctitz.com
4.	East African Business Council	www.eabc-online.com
5.	East African Community	www.eac.int
6.	Government of Tanzania (Policies and Poverty reduction strategy),	www.tanzania.go.tz/vision_2025
7.	Mining and Minerals	www.tanzania.go.tz/mining
8.	National Bureau of Statistics	www.nbs.go.tz
9.	Tanzania Bureau of Standards	www.tbs-tz.org
10.	Tanzania Chamber of Commerce Industry and Agriculture	www.tccia.co.tz
11.	Tanzania Government	www.tanzania.go.tz
12.	Tanzania Investment Centre (Investment policy and incentives)	www.tic.co.tz
13.	Tanzania Online Information Center	www.tzonline.org
14.	Tanzania Revenue Authority	www.tra.go.tz
15.	Tanzania Trade Point	www.tptanzania.co.tz
16.	Uganda Manufacturers Association	www.uma.co.ug
17.	FinScope	www.finscope.co.za

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(b). Contacts of Key Facilitating Institutions

Institution	Position/Title	Postal Address	Tel/Fax	E-mail, Web
Confederation of Tanzania Industries (CTI)	The Chief Executive Officer	Box 71783 Dar es Salaam	Tel. 255 22 2114954/ 2130327/ 2123802 Fax. 255 22 2115414	cti@cats-net.com www.ctitz.com
CTI Secretariat		Box 71783, Dar es Salaam	Tel: 2114954/ 2123802/ 2130327/ Fax: 2115414	cti@cti.co.tz
Customs and Excise	Commissioner	Box 9053 Dar es Salaam	Tel:22-2127783/4/6	customs@afsat.com www.tra.go.tz
Dar es Salaam Merchant Chamber	The Chairman	Box 12 Dar es Salaam	Tel. 255 22 2122267 Fax: 255 22 2110268	
Dar es Salaam Stock Exchange	Chief Executive Officer	Box 70081 Dar es Salaam	Tel: 22 212 8522, 212 3983 Fax: 255 22 213 3849	dse@cats-net.com
Ministry of Natural Resources and Tourism Tanzania	Director of Tourism	Box 9372 Dar es Salaam	Tel: 22 2111061-4/ 2116682 Fax: 22 21106004	mipango.mnrt.@twiga.com
Tanzania Chamber of Commerce, Industry and Agriculture (TCCIA)	The President	Box 9713 Dar es Salaam	Tel. 255 22 2131659/ 2123372-3 Fax. 255 22 2119437	tccia.hq@cats-net.com www.tccia.co.tz
Tanzania Chamber of Mines (TCM)	Hon. Secretary	Box 13369 Dar es Salaam	Tel: 255 22 2137865 Fax: 255 22 2137868	tcm@twiga.com

Institution	Position/Title	Postal Address	Tel/Fax	E-mail, Web
Tanzania Investment Centre (TIC)	The Executive Director	Box 938 Dar es Salaam	Tel: 255 22 2116328 Fax: 255 22 2118253	information@tic.co.tz
Tanzania National Business Council (TNBC)	The Executive Director	Box 11313 Dar es Salaam	Tel: 255 22 2129433 Fax: 255 22 2129433	tpsf@cats-net.com
Tanzania Private Sector Foundation (TPSF)	Hon. Secretary	Box 11313 Dar es Salaam	Tel: 255 22 2129433 Fax: 255 22 2129433	tpsf@cats-net.com
Tanzania Revenue Authority	Commissioner General	P.O. Box 9053 Dar es Salaam	Tel: 255-22-2127783/4/6	customs@afsat.com www.tra.go.tz

Appendix 3: Data collection form

- Business Name:
- Type of business/Sector: Location:
- Contacts: Postal address:..... Telephones:
E-mail:..... Website:
- Ownership: Private/Public company[]; Partnership[]; Cooperative[]; Sole Proprietorship[]
- Contact Person: Name: Position:
Tel:..... E-mail:

6. Product/service particulars

S/No.	Products/Services required/imported	Source (Country)	Motivation to buy from current source	Quantity last 3 years	Quantity next 5 years

7. Goods from South Africa:

Would your Enterprise like to import and use products from South Africa? Yes[] No[]
If yes, which products would you import?

.....
.....

Appendix 4: Imports from South Africa for the years 2003-2006-TRA Records

PRODUCTS	2003	2004	2005	2006
ACETALS AND HEMIACETALS WHETHER OR NOT WITH OXIGEN FUNCTION	✓	✓	✓	✓
ACRYLIC POLYMERS IN PRIMARY FORMS	✓	✓	✓	✓
ACTIVATED CARBON; ACTIVATED NATURAL MINERAL PRODUCTS; ANIMAL BLACK	✓	✓	✓	✓
ACYCLIC ALCOHOLS AND THEIR HALOGENATED... OR NITROSATED DERIVATIVES	✓	✓	✓	✓
ACYCLIC HYDROCARBONS	✓	✓	✓	✓
AGGLOMERATED CORK AND ARTICLES OF AGGLOMERATED CORK	✓	✓	✓	✓
AIR CONDITIONING MACHINES	✓	✓	✓	✓
AIR/VACUUM PUMPS, AIR/GAS COMPRESSORS AND FANS;HOODS WITH A FAN	✓	✓	✓	✓
AIRCRAFT LAUNCHING AND DECK-ARRESTOR GEAR; GROUND FLYING TRAINERS; PARTS	✓	✓		✓
ALBUMINS, ALBUMINATES AND OTHER ALBUMIN DERIVATIVES		✓	✓	✓
ALDEHYDES; CYCLIC POLYMERS OF ALDEHYDES; PARAFORMALDEHYDE	✓	✓	✓	✓
ALKALI OR ALKALINE-EARTH METALS; RARE-EARTH METALS... ; MERCURY	✓	✓	✓	✓
ALUMINIUM BARS, RODS AND PROFILES	✓	✓	✓	✓
ALUMINIUM CASKS, DRUMS, CANS, ETC., (EXCL. FOR GAS) <300 L	✓		✓	✓
ALUMINIUM CONTAINERS FOR COMPRESSED OR LIQUIFIED GAS	✓	✓	✓	✓
ALUMINIUM FOIL, (INCL. BACKED) =<0.2MM THICK WITHOUT BACKING		✓		✓
ALUMINIUM OXIDE (INCL. ARTIFICIAL CORUNDUM); ALUMINIUM HYDROXIDE	✓	✓	✓	✓
ALUMINIUM PLATES, SHEETS AND STRIP, >0.2MM THICK	✓	✓		✓
ALUMINIUM POWDER AND FLAKES	✓	✓	✓	✓
ALUMINIUM RESERVOIRS, TANKS, VATS (EXL LIQUIFIED GAS) > 300L	✓	✓	✓	✓
ALUMINIUM STRUCTURES AND PARTS OF STRUCTURES: PLATES, RODS... THEREFOR	✓	✓	✓	✓
ALUMINIUM TUBE OR PIPE FITTINGS	✓	✓	✓	✓
ALUMINIUM TUBES AND PIPES	✓	✓	✓	✓
ALUMINIUM WIRE	✓	✓	✓	✓
AMINE-FUNCTION COMPOUNDS	✓	✓	✓	✓
AMINO-RESINS, PHENOLIC RESINS AND POLYURETHANES, IN PRIMARY FORMS	✓		✓	✓
AMMONIA, ANHYDROUS OR IN AQUEOUS SOLUTION	✓	✓	✓	✓
ANCHORS, GRAPNELS AND PARTS, OF IRON OR STEEL	✓	✓	✓	✓
ANGLES, SHAPES AND SECTIONS OF IRON OR NON-ALLOY STEEL	✓	✓	✓	✓
ANIMAL OR VEGETABLE FATS AND OILS AND FRACTIONS, HYDROGENATED, ETC	✓	✓	✓	✓
ANIMAL OR VEGETABLE FERTILIZERS	✓	✓	✓	
ANIMAL PRODUCTS, NES; DEAD OF CHAPTERS 1 AND 3, UNFIT FOR HUMAN CONSUM.	✓	✓	✓	✓
ANTIBIOTICS	✓	✓	✓	✓
ANTI-FREEZING PREPARATIONS AND PREPARED DE-ICING FLUIDS	✓	✓	✓	✓
ANTI-KNOCK PREPARATIONS, OXIDATION INHIBITORS..., TO USE AS MINERAL OILS	✓		✓	
ANTIMONY AND ARTICLES THEREOF, INCL WASTE AND SCRAP	✓	✓	✓	✓
ANTIQUES OF ANAGE EXCEEDING ONE HUNDRED YEARS	✓	✓	✓	✓
APPARATUS AND EQUIPMENT FOR PHOTOGRAPHIC LABORATORIES, NES	✓	✓	✓	✓
APPARATUS BASED ON X-RAYS OR ON ALPHA, BETA OR GAMMA RADIATION, ETC	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
APPLES, PEARS AND QUINCES, FRESH	✓	✓	✓	✓
APPLIANCES FOR SPRAYING...LIQUIDS/POWDER: FIRE EXTINGUISHERS, ETC	✓	✓	✓	✓
APRICOTS, CHERRIES, PEACHES, PLUMS AND SLOES, FRESH	✓	✓	✓	✓
ARMoured OR REINFORCED SAFES, STRONG-BOXES OF BASE METAL	✓	✓	✓	✓
ARTICLES OF YARN STRIP	✓	✓	✓	✓
ARTICLES /COMPOSITION OF LEATHER	✓	✓	✓	✓
ARTICLES AND EQUIPMENT FOR GYMNASTICS, ATHLETICS, ETC	✓	✓	✓	✓
ARTICLES FOR CONVEYANCE OR PACKING OF GOODS, OF PLASTICS	✓	✓	✓	✓
ARTICLES FOR FUNFAIR, TABLE OR PARLOUR GAMES	✓	✓	✓	✓
ARTICLES OF APPAREL AND CLOTHING ACCESSORIES OF LEATHER	✓	✓	✓	✓
ARTICLES OF APPAREL AND CLOTHING ACCESSORIES, OF VULCANIZED RUBBER	✓	✓	✓	✓
ARTICLES OF APPAREL, CLOTHING ACCESSORIES, ETC, OF FURSKIN	✓	✓	✓	✓
ARTICLES OF ASBESTOS-CEMENT, OF CELLULOSE FIBRE-CEMENT OR THE LIKE	✓	✓	✓	✓
ARTICLES OF ASPHALT OR OF SIMILAR MATERIAL	✓	✓	✓	✓
ARTICLES OF CEMENT, OF CONCRETE OR OF ARTIFICIAL STONE		✓	✓	✓
ARTICLES OF GOLDSMITHS' OR SILVERSMITHS' WARES OF PRECIOUS METALS...		✓	✓	✓
ARTICLES OF GUT (EXCL. SILK-WORM), GOLDBEATER'S SKIN, BLADDERS, ETC	✓	✓	✓	✓
ARTICLES OF JEWELLERY OF PRECIOUS METAL OR CLAD WITH PRECIOUS METAL		✓	✓	✓
ARTICLES OF NATURAL CORK	✓			
ARTICLES OF NATURAL OR CULTURED PEARLS, PRECIOUS OR SEMI-PRECIOUS STONES	✓	✓	✓	✓
ARTICLES OF PLASTER OR OF COMPOSITIONS BASED ON PLASTER	✓	✓	✓	✓
ARTICLES OF STONE OR OF OTHER MINERAL SUBSTANCE, NES	✓	✓	✓	✓
ARTICLES/COMPOSITION OF LEATHER		✓	✓	
ARTIFICIAL FILAMENT TOW		✓	✓	
ARTIFICIAL FILAMENT YARN, NPRS (INCL. ARTIFICIAL MONOFILAMENT)		✓	✓	✓
ARTIFICIAL GRAPHITE: COLLOIDAL OR SEMI-COLLOIDAL GRAPHITE..., ETC	✓	✓	✓	✓
ARTIFICIAL MONOFILAMENT	✓	✓	✓	✓
ARTIFICIAL WAXES AND PREPARED WAXES	✓	✓	✓	✓
ARTIFICIAL FLOWERS, FOLIAGE AND FRUIT: ARTICLES THEREOF	✓	✓	✓	✓
ARTISTS', STUDENTS' OR SIGNBOARD PAINTERS' COLOURS, IN PACKINGS	✓			
ASBESTOS	✓		✓	✓
ASH AND RESIDUES CONTAINING METALS OR METALLIC COMPOUNDS	✓	✓	✓	✓
AUTOMATIC DATA PROCESSING MACHINES...: MAGNETIC READERS..., NES	✓		✓	✓
AUTOMATIC GOODS-VENDING MACHINES (INCL. MONEY-CHANGING MACHINES)			✓	
AUTOMATIC REGULATING OR CONTROLLING INSTRUMENTS AND APPARATUS			✓	
AUXILIARY PLANT FOR USE WITH BOILERS; CONDENSERS FOR VAPOUR POWER UNITS	✓	✓		✓
BABIES' GARMENTS AND CLOTHING ACCESSORIES, KNITTED OR CROCHETED	✓	✓	✓	✓
BABIES' GARMENTS AND CLOTHING ACCESSORIES	✓	✓	✓	✓
BABY CARRIAGES AND PARTS THEREOF	✓	✓	✓	✓
BALANCES OF A SENSITIVITY OF 5 CG OR BETTER, WITH OR WITHOUT WEIGHTS			✓	
BALL OR ROLLER BEARINGS	✓	✓	✓	✓
BALLOONS AND DIRIGIBLES: GLIDERS, HANG GLIDERS, ETC	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
BALL-POINT, FELT TIPPED...PENS AND PENCILS AND ARTICLES THEREFOR			✓	
BANANAS		✓		
BARBED WIRE OF IRON OR STEEL	✓	✓	✓	✓
BARS AND RODS HOT-ROLLED IN COILS	✓	✓	✓	
BARS AND RODS, HOT-ROLLED, IN COILS, OF OTHER ALLOY STEEL	✓		✓	
BASE METAL MOUNTINGS, FITTINGS...; HAT-RACKS...; DOOR CLOSERS	✓	✓	✓	✓
BASKETWORK, WICKERWORK AND OTHER ARTICLES; ARTICLES OF LOOFAH	✓	✓	✓	✓
BATHS, SHOWER-BATHS... AND SIMILAR SANITARY WARE, OF PLASTICS	✓	✓	✓	✓
BEAUTY, MAKE-UP, SKIN-CARE (INCL. SUNTAN), MANICURE... PREPARATIONS	✓	✓	✓	✓
BED LINEN, TABLE LINEN, TOILET LINEN AND KITCHEN LINEN	✓	✓	✓	✓
BEER MADE FROM MALT	✓	✓	✓	✓
BELLS, ETC, STATUETTES..., PHOTOGRAPH... FRAMES, MIRRORS OF BASE METAL	✓	✓	✓	✓
BERYLLIUM, CHROMIUM, GERMANIUM, VANADIUM... AND ARTICLES THEREOF	✓	✓	✓	✓
BICYCLES AND OTHER CYCLES NOT MOTORISED	✓	✓	✓	✓
BINOCULARS, MONOCULARS..., ETC; OTHER ASTRONOMICAL INSTRUMENTS...	✓	✓	✓	✓
BIRDS EGGS, IN SHELL, FRESH, PRESERVED OR COOKED.	✓	✓	✓	
BIRDS' EGGS, NOT IN SHELL AND EGG YOLKS	✓	✓	✓	✓
BITUMEN AND ASPHALT, NATURAL; BITUMINOUS OR OIL SHALE...; ASPHALTITES...	✓	✓	✓	✓
BLANKETSAND TRAVELLING RUGS	✓	✓	✓	✓
BOARDS... EQUIPPED WITH TWO OR MORE APPARATUS OF 85.35 OR 85.36	✓	✓	✓	✓
BODIES (INCL. CABS) FOR THE MOTORVEHICLES OF 87.01 TO 87.05	✓	✓	✓	✓
BOMBS, GRENADES, ETC; CARTRIDGES ANDOTHER AMMUNITION AND PARTS THEREOF			✓	
BONES AND HORN-CORES	✓	✓		
BOOK-BINDING MACHINERY (INCL. BOOK-SEWING MACHINES)		✓	✓	✓
BORATES; PEROXOBORATES (PERBORATES)	✓	✓	✓	✓
BRAIDS IN PIECE; ORNAMENTAL TRIMMINGS IN PIECES; TASSELS, POMPONS, ETC	✓			✓
BRANS, SHARPS AND OTHER RESIDUES, DERIVED FROM WORKING OF CEAREALS, ETC	✓			
BRASSIERES, GIRDLES, CORSETS, BRACES, SUSPENDERS, GARTERS, ETC	✓	✓	✓	✓
BREAD, PASTRY, CAKES, ETC; COMMUNION WAFERS, RICE PAPER, ETC	✓	✓	✓	✓
BREAD, PASTRY, CAKES, ETC; COMMUNION WAFERS, RICE PAPER, ETC	✓	✓	✓	✓
BRICKS,BLOCKS,TILES AND OTHER CERAMIC GOODS	✓	✓	✓	✓
BROOMS, BRUSHES, HAND-OPERATED MECHANICAL FLOOR SWEEPERS, ETC...			✓	
BUCKWHEAT, MILLET AND CANARY SEED AND OTHER CEREALS, NES	✓	✓		✓
BUILDERS' JOINERY AND CARPENTRY OF WOOD	✓	✓	✓	✓
BUILDERS' WARE OF PLASTICS, NES	✓	✓	✓	✓
BUTTER AND OTHER FATS AND OILS DERIVED FROM MILK	✓	✓	✓	✓
BUTTERMILK, CURDLED MILK AND CREAM, YOGURT, ETC	✓	✓	✓	✓
BUTTONS, PRESS-FASTENERS... AND ARTICLES THEREOF; BUTTON BLANKS			✓	
CABBAGES, CAULIFLOWERS, KOHLRABI, KALE...ETC, FRESH OR CHILLED	✓		✓	✓
CALCULATING MACHINES; ACCOUNTING MACHINES, CASH REGISTERS, ETC	✓	✓	✓	✓
CALENDERING OR OTHER ROLLING MACHINES AND CYLINDERS THEREFOR	✓	✓	✓	✓
CALENDERS OF ANY KIND	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
CANDLES, TAPES AND THE LIKES	✓	✓	✓	✓
CANE OR BEET SUGAR AND CHEMICALLY PURE SUCROSE, IN SOLID FORM	✓	✓	✓	✓
CARBIDES	✓	✓	✓	✓
CARBON	✓	✓	✓	✓
CARBON ELECTRODES, CARBON BRUSHES, LAMP CARBONS, BATTERY CARBONS, ETC	✓	✓	✓	✓
CARBON PAPER, SELF-COPY PAPER, ETC, IN ROLLS OR SHEETS	✓	✓	✓	✓
CARBON PAPER, SELF-COPY PAPER... DUPLICATOR STENCILS OF PAPER, ETC	✓	✓	✓	✓
CARBONATES; PEROXOCARBONATES; COMMERCIAL AMMONIUM CARBONATE	✓	✓	✓	✓
CARBOXYAMIDE-FUNCTION; AMIDE-FUNCTION COMPOUNDS OF CARBONIC ACID	✓		✓	✓
CARBOXYIMIDE-FUNCTION (INCL. SACCHARIN) AND IMINE-FUNCTION COMPOUNDS	✓	✓	✓	✓
CARBOXYLIC ACIDS WITH OXYGEN FUNCTION, ETC, THEIR...DERIVATIVES	✓	✓	✓	✓
CARBOYS, BOTTLES, FLASKS... AMPOULES, ETC; STOPPERS, LIDS..., OF GLASS	✓	✓	✓	✓
CARPETS AND OTHER TEXTILE FLOOR COVERINGS, KNOTTED	✓	✓	✓	✓
CARPETS AND OTHER TEXTILE FLOOR COVERINGS, TUFTED	✓	✓	✓	✓
CARPETS AND OTHER TEXTILE FLOOR COVERINGS, WOVEN, NOT TUFTED OR FLOCKED	✓	✓	✓	✓
CARROTS, TURNIPS, SALAD BEETROOT...ETC, FRESH OR CHILLED	✓	✓	✓	✓
CARTONS, BOXES, ETC; BOX FILES, ETC, OF PAPER, PAPERBOARD, ETC		✓	✓	✓
CASEIN, CASEINATES AND OTHER CASEIN DERIVATIVES; CASEIN GLUES	✓			
CASKS, BARRELS, VATS, TUBS OF COOPER'S PRODUCTS	✓	✓		✓
CAST GLASS AND ROLLED GLASS, NOT OTHERWISE WORKED	✓	✓	✓	✓
CELLULOSE AND ITS CHEMICAL DERIVATIVES, NES, IN PRIMARY FORMS	✓	✓	✓	✓
CENTRAL HEATING BOILERS	✓	✓	✓	✓
CENTRIFUGES; FILTERING/PURIFYING MACHINERY... FOR LIQUIDS OR GASES	✓	✓	✓	✓
CERAMIC BUILDING BRICKS, FLOORING BLOCKS, SUPPORT OR FILLER TILES, ETC	✓	✓	✓	✓
CERAMIC PIPES, CONDUITS, GUTTERING AND PIPE FITTING	✓	✓	✓	✓
CERAMIC SINKS, WASH BASINS, BATHS... AND OTHER SANITARY FIXTURES	✓	✓	✓	✓
CERAMIC TABLEWARE, KITCHENWARE EXCL. PORCELAIN OR CHINA	✓	✓	✓	✓
CERAMIC WARES FOR USE IN LABORATORIES... AGRICULTURE AND PACKING GOODS	✓	✓	✓	✓
CEREAL FLOURS, (EXCL. WHEAT OR MESLIN)	✓	✓	✓	✓
CEREAL GRAINS OTHERWISE WORKED (EXCL. RICE); GERM OF CEREALS	✓	✓	✓	✓
CEREAL GROATS, MEAL AND PELLETS			✓	✓
CHAIN AND PARTS THEREOF, OF IRON OR STEEL	✓	✓	✓	✓
CHALK	✓	✓	✓	✓
CHAMOIS LEATHER	✓	✓	✓	✓
CHEESE AND CURD	✓	✓	✓	✓
CHEMICAL ELEMENTS DOPED FOR USE IN ELECTRONICS		✓	✓	✓
CHEMICAL PREPARATIONS FOR PHOTOGRAPHIC USES	✓	✓	✓	✓
CHEMICAL WOOD PULP, SODA OR SULPHATE, OTHER THAN DISSOLVING GRADES	✓	✓	✓	✓
CHEMICAL WOOD PULP, SULPHITE, OTHER THAN DISSOLVING GRADES	✓			
CHILDREN'S PICTURES	✓	✓	✓	✓
CHLORATES, PERCHLORATES; BROMATES, PERBROMATES; IODATES AND PERIODATES			✓	✓
CHLORIDES...ETC; BROMIDES...ETC; IODIDES...ETC, NES	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
CHOCOLATE AND OTHER FOOD PREPARATIONS CONTAINING COCOA	✓	✓	✓	✓
CHROMIUM ORES AND CONCENTRATES.	✓	✓	✓	
CHROMIUM OXIDES AND HYDROXIDES	✓		✓	✓
CIGARETTE LIGHTERS AND OTHER LIGHTERS, AND PARTS THEREOF			✓	
CIGARETTE PAPER	✓	✓	✓	✓
CINEMATOGRAPHFILM, EXPOSED AND DEVELOPED	✓	✓	✓	✓
CINNAMON AND CINNAMON-TREE FLOWERS	✓	✓	✓	✓
CITRUS FRUIT, FRESH OR DRIED	✓	✓	✓	✓
CLASPS... HOOKS... FOR CLOTHING ETC, RIVETS, BEADS... OF BASE METAL	✓	✓	✓	✓
CLOCK MOVEMENTS, COMPLETE AND ASSEMBLED			✓	
CLOCK OR WATCH GLASSES, GLASS FOR SPECTACLES, NOT OPTICALLY WORKED	✓	✓	✓	✓
CLOCKS WITH WATCH MOVEMENTS (EXCL. CLOCKS OF 91.04)			✓	
CLOTH, GRILL AND NETTING OF COPPER WIRE; EXPANDED METAL OF COPPER	✓	✓	✓	✓
CLOTH, GRILL, NETTING AND FENCING OF IRON/STEEL WIRE; EXPANDED METAL	✓	✓	✓	✓
CLOVES	✓	✓	✓	✓
COAL; WATER; PRODUCER GAS	✓	✓	✓	✓
COAL; BRIQUETTES, OVOIDS AND SIMILAR SOLID FUELS MANUFACTURED FROM COAL	✓	✓	✓	✓
COBALT MATTES AND OTHER PRODUCTS OF COBALT METALLURGY; COBALT	✓			
COBALT OXIDES AND HYDROXIDES; COMMERCIAL COBALT OXIDES	✓			
COCOA BEANS	✓	✓		
COCOA BUTTER, FAT AND OIL		✓	✓	
COCOA PASTE, WHETHER OR NOT DEFATTED			✓	
COCOA POWDER	✓	✓	✓	✓
COCONUT (COPRA), PALM KERNEL OR BABASSU OIL AND THEIR FRACTIONS	✓			
COCONUT, ABACA, RAMIE, ETC, NOT SPUN, NES; TOW AND WASTE OF THESE FIBRES			✓	
COCONUTS, BRAZIL NUTS AND CASHEW NUTS, FRESH OR DRIED	✓	✓	✓	✓
COFFEE; COFFEE HUSKS AND SKINS; COFFEE SUBSTITUTES CONTAINING COFFEE	✓	✓	✓	✓
COLD-ROLLED IRON OR NON-ALLOY STEEL, >=600MM WIDE	✓	✓	✓	✓
COLLECTIONS AND COLLECTORS' PIECES OF ZOOLOGICAL			✓	
COLLOIDAL PRECIOUS METALS; THEIR COMPOUNDS AND AMALGAMS	✓	✓	✓	✓
COLOUR LAKES	✓	✓		
COMBS, HAIR-SLIDES, ETC; HAIRPINS; CURLING PINS, ETC, AND PARTS THEREOF			✓	
COMPOSITE PAPER AND PAPERBOARD, IN ROLLS OR SHEETS	✓	✓	✓	✓
Composition leather with a basis of leather or leather fibre, in slabs, sh			✓	
COMPOUND OPTICAL MICROSCOPES			✓	
COMPOUNDED RUBBER, UNVULCANIZED, IN PRIMARY FORMS OR IN PLATES, ETC	✓	✓	✓	✓
COMPOUNDS WITH OTHER NITROGEN FUNCTION	✓	✓	✓	✓
COMPOUNDS, INORGANIC OR ORGANIC, OF RARE-EARTH METALS OF YTTRIUM, ETC		✓		✓
COMPRESSION-IGNITION INTERNAL COMBUSTION PISTON ENGINES (DIESEL...)	✓	✓	✓	✓
CONTAINERS FOR COMPRESSED OR LIQUIFIED GAS, OF IRON OR STEEL	✓	✓	✓	✓
CONTAINERS FOR TRANSPORT OF ONE OR MORE MODES OF TRANSPORT	✓	✓	✓	✓
CONVERTERS, LADLES, INGOT MOULDS AND CASTING MACHINES	✓	✓		✓

PRODUCTS	2003	2004	2005	2006
CONVEYOR OR TRANSMISSION BELTS OR BELTING, OF VULCANISED RUBBER	✓	✓	✓	✓
COOKING OR HEATING APPARATUS OF A KIND USED FOR DOMESTIC PURPOSES			✓	
COPPER BARS, RODS AND PROFILES	✓	✓	✓	✓
COPPER FOIL (INCL. BACKED), =<0.15MM THICK WITHOUT BACKING	✓			
COPPER ORES AND CONCENTRATES	✓	✓		
COPPER PLATES, SHEETS AND STRIP, >5MM THICK	✓	✓	✓	✓
COPPER SPRINGS	✓			
COPPER TUBE OR PIPE FITTINGS	✓	✓	✓	✓
COPPER TUBES AND PIPES	✓	✓	✓	✓
COPPER WIRE	✓	✓	✓	✓
COTTON SEWING THREAD	✓	✓	✓	✓
COTTON WASTE (INCL. YARN WASTE AND GARNETTED STOCK)		✓	✓	✓
COTTON YARN (EXCL. SEWING), PUT UP FOR RETAIL SALE	✓	✓	✓	✓
COTTON YARN, WITH >=85% COTTON, NOT PUT UP FOR RETAIL SALE	✓	✓		
CRUISE SHIPS, EXCURSION BOATS, ETC, FOR TRANSPORT OF PEOPLE OR GOODS	✓	✓		✓
CRUSTACEANS, FRESH, CHILLED OR FROZEN	✓	✓	✓	✓
CRUSTACEANS... AND OTHER AQUATIC INVERTEBRATES, PREPARED OR PRESERVED	✓	✓	✓	✓
CUCUMBERS AND GHERKINS	✓	✓	✓	✓
CULLET AND OTHER WASTE OF GLASS	✓	✓		
CURTAINS (INCL. DRAPES) AND INTERIOR BLINDS; CURTAIN OR BED VALANCES	✓	✓	✓	✓
CUT FLOWERS AND FLOWER BUDS FOR ORNAMENTAL PURPOSES, FRESH, DRIED...ETC	✓			
CYANIDES, CYANIDE OXIDES AND COMPLEX CYANIDES	✓	✓	✓	
CYCLIC ALCOHOLS AND THEIR HALOGENATED... OR NITROSATED DERIVATIVES	✓	✓	✓	✓
CYCLIC HYDROCARBONS	✓	✓	✓	✓
DATE, SEALING OR NUMBERING STAMPS			✓	
DATES, FIGS, PINEAPPLES...ETC, FRESH OR DRIED	✓	✓	✓	✓
DEGRAS; RESIDUES FROM ANIMAL OR VEGETABLE WAXES	✓	✓		
DENSIFIED WOOD, IN BLOCKS, PLATES, STRIPS OR PROFILE SHAPES	✓		✓	✓
DERRICKS; CRANES; MOBILE LIFTING FRAMES... TRUCKS FITTED WITH A CRANE	✓	✓	✓	✓
DEXTRINS AND OTHER MODIFIED STARCHES; GLUES BASED ON STARCHES, ETC	✓	✓	✓	✓
DIAGNOSTIC OR LABORATORY REAGENTS	✓	✓	✓	✓
DIAZO, AZO- OR AZOXY- COMPOUNDS	✓			
DIODES, TRANSISTORS, ETC; PHOTOSENSITIVE DEVICES; LIGHT EMITTING DIODES	✓	✓	✓	✓
DIPHOSPHORUS PENTAOXIDE; PHOSPHORIC ACID AND POLYPHOSPHORIC ACIDS	✓	✓	✓	✓
DIRECTION FINDING COMPASSES; NAVIGATIONAL INSTRUMENTS/APPLIANCES, NES			✓	
DISH WASHING MACHINES; MACHINERY FOR CLEANING..., FILLING..., AERATING	✓	✓	✓	✓
DOLLS REPRESENTING ONLY HUMAN BEINGS			✓	
DRAWING, MARKING-OUT... INSTRUMENTS; INSTRUMENTS FOR MEASURING LENGTH...			✓	
DRAWN/BLOWN GLASS, IN SHEETS, NOT OTHERWISE WORKED	✓	✓	✓	✓
DRIED LEGUMINOUS VEGETABLES, SHELLLED	✓	✓	✓	✓
DRIED VEGETABLES, WHOLE, CUT, SLICED, BROKEN OR IN POWDER	✓	✓	✓	✓
DUST AND POWDER OF NATURAL OR SYNTHETIC PRECIOUS OR SEMI-PRECIOUS STONES			✓	✓

PRODUCTS	2003	2004	2005	2006
EARTH MOVING... MACHINERY, NES; PILE-DRIVERS/EXTRACTORS; SNOW-PLOUGHS	✓	✓	✓	✓
EDIBLE OFFAL OF BOVINE ANIMALS..., FRESH, CHILLED OR FROZEN	✓	✓	✓	✓
EDIBLE PRODUCTS OF ANIMAL ORIGIN.	✓		✓	
ELECTRIC ACCUMULATORS (INCL. SEPARATORS THEREFOR)	✓	✓	✓	✓
ELECTRIC FILAMENT OR DISCHARGE LAMPS...; ARC-LAMPS	✓	✓	✓	✓
ELECTRIC GENERATING SETS AND ROTARY CONVERTERS	✓	✓	✓	✓
ELECTRIC MOTORS AND GENERATORS (EXCL. GENERATING SETS)	✓	✓	✓	✓
ELECTRIC SOUND OR VISUAL SIGNALLING APPARATUS, NES (EG ALARMS)	✓	✓	✓	✓
ELECTRIC WATER AND SPACE HEATERS, HAIR-DRESSING APPARATUS, IRONS, ETC	✓	✓	✓	✓
ELECTRICAL APPARATUS FOR LINE TELEPHONY OR LINE TELEGRAPHY	✓	✓	✓	✓
ELECTRICAL APPARATUS FOR SWITCHING... ELECTRICAL CIRCUITS, <1000V	✓	✓	✓	✓
ELECTRICAL CAPACITORS, FIXED, VARIABLE OR ADJUSTABLE (PRE-SET)	✓	✓	✓	✓
ELECTRICAL ENERGY			✓	
ELECTRICAL IGNITION/STARTING EQUIPMENT FOR INTERNAL COMBUSTION ENGINES	✓	✓	✓	✓
ELECTRICAL INSULATORS OF ANY MATERIAL	✓	✓	✓	✓
ELECTRICAL LIGHTING/SIGNALLING EQUIPMENT, ETC, FOR CYCLES/MOTOR VEHICLES	✓	✓	✓	✓
ELECTRICAL MACHINES AND APPARATUS, HAVING INDIVIDUAL FUNCTIONS, NES	✓	✓	✓	✓
ELECTRICAL RESISTORS (INCL. RHEOSTATS AND POTENTIOMETERS), NOT FOR HEAT	✓	✓	✓	✓
ELECTRICAL SIGNALLING... EQUIPMENT FOR RAILWAYS, TRAMWAYS, ROADS...	✓		✓	✓
ELECTRICAL TRANSFORMERS, STATIC CONVERTERS AND INDUCTORS	✓	✓	✓	✓
ELECTRO-MAGNETS; PERMANENT MAGNETS; ELECTRO/PERMANENT MAGNET CHUCKS...	✓	✓	✓	✓
ELECTRO-MECHANICAL DOMESTIC APPLIANCES WITH ELECTRIC MOTOR	✓	✓	✓	✓
ELECTRO-MECHANICAL TOOLS FOR WORKING IN THE HAND, WITH ELECTRIC MOTOR	✓	✓	✓	✓
ELECTRONIC INTEGRATED CIRCUITS AND MICROASSEMBLIES	✓	✓	✓	✓
EMBROIDERY IN THE PIECE, IN STRIPS OR IN MOTIFS	✓	✓	✓	✓
ENVELOPES, LETTER CARDS...; BOXES, ETC, OF PAPER, WITH PAPER STATIONERY	✓	✓	✓	✓
ENZYMES; PREPARED ENZYMES (NOT ELSEWHERE SPECIFIED OR INCLUDED)	✓	✓	✓	✓
EPOXIDES... WITH A THREE-MEMBERED RING AND HALOGENATED... DERIVATIVES	✓	✓	✓	✓
EPOXIDES... WITH A THREE-MEMBERED RING AND HALOGENATED... DERIVATIVES	✓	✓	✓	✓
ESSENTIAL OILS...; RESINOIDS; CONCENTRATES... AQUEOUS DISTILLATES, ETC	✓	✓	✓	✓
ESTERS OF OTHER INORGANIC ACIDS (EXCL. ESTERS OF HYDROGEN HALIDES), ETC	✓		✓	
ETHERS... KETONE PEROXIDES AND THEIR HALOGENATED... DERIVATIVES	✓	✓	✓	✓
ETHYL ALCOHOL, UNDENATURED OF >=80% ALCOHOL, DENATURED SPIRITS	✓	✓	✓	✓
EXTRACTS AND JUICES OF MEAT, FISH OR CRUSTACEANS	✓	✓	✓	✓
EXTRACTS AND PREPARATIONS OF COFFEE, TEA OR MATE; ROASTED CHICORY...	✓	✓	✓	✓
FABRICATED ASBESTOS FIBRES; MIXTURES AND ARTICLES OF ASBESTOS	✓	✓	✓	✓
FATS OF BOVINE ANIMALS, SHEEP OR GOATS			✓	✓
FELT	✓	✓	✓	✓
FERRO-ALLOYS	✓	✓	✓	✓
FERRO-CERIUM, PYROPHORIC ALLOYS; ARTICLES OF COMBUSTIBLE MATERIALS	✓	✓	✓	✓
FERROUS PRODUCTS FROM IRON ORE, ETC, 99.94% PURE IRON, IN LUMPS...		✓		✓
FERROUS WASTE AND SCRAP; REMELTING SCRAP INGOTS OF IRON OR STEEL		✓	✓	✓

PRODUCTS	2003	2004	2005	2006
FESTIVE, CARNIVAL OR OTHER ENTERTAINMENT ARTICLES			✓	
FIBREBOARD OF WOOD OR OTHER LIGNEOUS MATERIALS	✓	✓	✓	✓
FILES, RASPS, PLIERS, PINCERS, TWEEZERS, METAL CUTTING SHEARS, ETC	✓	✓	✓	✓
FILING CABINETS, DESK EQUIPMENTS, OF BASE METAL	✓	✓	✓	✓
FILTER BLOCKS, SLABS AND PLATES OF PAPER PULP	✓	✓	✓	✓
FINISHING AGENTS, DYE CARRIERS..., ETC, USED IN TEXTILE INDUSTRIES, NES	✓	✓	✓	✓
FIREWORKS, SIGNALLING FLARES... AND OTHER PYROTECHNIC ARTICLES	✓	✓	✓	✓
FISH FILLETS AND OTHER FISH MEAT, FRESH, CHILLED OR FROZEN	✓	✓	✓	✓
FISH, FRESH OR CHILLED (EXCL. THOSE OF 03.04)	✓	✓	✓	✓
FISH, FROZEN, (EXCL. THOSE OF 03.04)	✓		✓	
FISH, SALTED, DRIED...; SMOKED FISH; FISH MEAL FIT FOR HUMAN CONSUMPTION	✓		✓	✓
FISHING RODS, FISH-HOOKS AND OTHER LINE FISHING TACKLE; NETS			✓	
FITTINGS FOR LOOSE-LEAF BINDERS OR FILES, LETTER CLIPS... OF BASE METAL	✓	✓	✓	✓
FLAT-ROLLED PRODUCTS OF ALLOY STEEL, <600MM WIDE	✓	✓	✓	✓
FLAT-ROLLED PRODUCTS OF OTHER ALLOY STEEL, >=600MM WIDE	✓	✓	✓	✓
FLAT-ROLLED PRODUCTS OF STAINLESS STEEL, <600MM WIDE	✓	✓	✓	✓
FLAX, NOT SPUN; FLAX TOW WASTE (INCL. YARN WASTE AND GARNETTED STOCK)	✓			
FLEXIBLE TUBING OF BASE METAL, WITH OR WITHOUT FITTINGS	✓	✓	✓	✓
FLOAT GLASS AND SURFACE GROUND OR POLISHED GLASS, IN SHEETS	✓	✓	✓	✓
FLOOR COVERINGS OF FELT, NOT TUFTED OR FLOCKED	✓	✓	✓	✓
FLOOR COVERINGS ON A BASE PAPER OR PAPERBOARD WHETHER OR NOT CUT TO SIZE	✓	✓	✓	✓
FLOOR, WALL OR CEILING COVERINGS OF PLASTICS, IN ROLLS OR TILES	✓	✓	✓	✓
FLOUR AND MEAL OF THE DRIED LEGUMINOUS VEGETABLES, SAGO, ETC	✓	✓	✓	✓
FLOUR, MEAL AND FLAKES OF POTATOES	✓	✓	✓	✓
FLOURS AND MEALS OF OIL SEEDS OR OLEAGINOUS FRUITS (EXCL. MUSTARD)	✓	✓	✓	✓
FLOURS, ETC, OF MEAT, FISH, ETC, UNFIT FOR HUMAN COSUMPTION; GREAVES	✓			
FLUORIDES; FLUOROSILICATES... AND OTHER COMPLEX FLUORINE SALTS	✓	✓	✓	✓
FLUORINE, CHLORINE, BROMINE AND IODINE	✓	✓	✓	✓
FOOD PREPARATIONS NOT ELSEWHERE SPECIFIED OR INCLUDED	✓	✓	✓	✓
FOOTWEAR WITH RUBBER, PLASTIC, LEATHER SOLES AND TEXTILE UPPERS	✓	✓	✓	✓
FOOTWEAR, WITH RUBBER, PLASTICS, LEATHER... SOLES, LEATHER UPPERS	✓	✓	✓	✓
FORK-LIFT TRUCKS; WORKS TRUCKS FITTED WITH LIFTING/HANDLING EQUIPMENT	✓	✓	✓	✓
FRAMES AND MOUNTINGS FOR SPECTACLES, GOGGLES, ETC, AND PARTS THEREOF	✓	✓	✓	✓
FRICTION MATERIAL AND ARTICLES THEREOF, OF ASBESTOS..., FOR BRAKES, ETC	✓	✓	✓	✓
FRUIT AND NUTS PROVISIONALLY PRESERVED, NOT FOR IMMEDIATE CONSUMPTION	✓	✓		✓
FRUIT AND NUTS, FROZEN	✓	✓		✓
FRUIT JUICES (INCL. GRAPE MUST) AND VEGETABLE JUICES, UNFERMENTED	✓	✓	✓	✓
FRUIT, DRIED, NES	✓	✓	✓	✓
FRUIT, NUTS AND OTHER PARTS OF PLANTS, OTHERWISE PRESERVED, NES	✓	✓	✓	✓
FUEL WOOD, IN LOGS..., ETC; WOOD CHIPS OR PARTICLES; SAWDUST, ETC		✓	✓	
FULMINATES, CYANITES AND THIOCYANATES		✓		✓
FURNACE BURNERS FOR LIQUID/SOLID/GAS FUEL; MECHANICAL STOKERS/GRATES...	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
GARMENTS MADE OF KNITTED/CROCHETED FABRICS HEADING	✓	✓	✓	✓
GARMENTS, MADE UP OF FABRICS OF 56.02, 56.03, 59.03, 59.06 OR 59.07	✓	✓	✓	✓
GAS, LIQUID OR ELECTRICITY SUPPLY OR PRODUCTION METERS			✓	
GASKETS AND SIMILAR JOINTS, COMBINED: SETS OR ASSORTMENTS THEREOF	✓	✓	✓	✓
GAUZE, OTHER THAN NARROW FABRICS OF 58.06	✓	✓		
GELATIN AND GELATIN DERIVATIVES; OTHER GLUES	✓		✓	
GIMPED YARN AND STRIP	✓			
GINGER, SAFFRON, TURMERIC (CURCUMA)...CURRY AND OTHER SPICES	✓	✓	✓	✓
GLANDS, ETC, DRIED: EXTRACTS OF GLANDS, ETC; HEPARIN AND ITS SALTS; ETC		✓	✓	✓
GLASS ENVELOPES (INCL. BULBS AND TUBES), OPEN, AND GLASS PARTS THEREOF	✓	✓	✓	✓
GLASS FIBRES (INCL. GLASS WOOL) AND ARTICLES THEREOF (EG WOVEN FABRICS)	✓	✓	✓	✓
GLASS IN BALLS, RODS OR TUBES, UNWORKED	✓	✓	✓	✓
GLASS INNERS FOR VACUUM FLASKS	✓	✓	✓	✓
GLASS MIRRORS (INCL. REAR-VIEW MIRRORS)	✓	✓	✓	✓
GLASS OF HEADING NO 70.03, 70.04 OR 70.05		✓	✓	✓
GLASS SMALLWARES, ETC: GLASS MICROSPHERES =<1MM IN DIAMETER	✓	✓	✓	✓
GLASSWARE USED FOR TABLE, KITCHEN, TOILET, OFFICE..., NES	✓	✓	✓	✓
GLAZED CERAMIC FLAGS, PAVING, HEARTH OR WALL TILES; MOZAIC CUBES, ETC	✓	✓	✓	✓
GLAZIERS PUTTY, ETC; PAINTERS' FILLINGS; NON-REFRACTORY SURFACING PREPS	✓	✓	✓	✓
GLOVES, MITTENS AND MITTS	✓	✓	✓	✓
GLOVES, MITTENS AND MITTS, KNITTED OR CROCHETED	✓	✓	✓	✓
GLYCEROL, CRUDE, GLYCEROL WATERS AND LYES	✓	✓		✓
GRAIN SORGHUM	✓	✓	✓	✓
GRANITE, PORPHYRY, ETC, AND OTHER MONUMENTAL OR BUILDING STONE	✓	✓		✓
GRANULATED SLUG		✓	✓	
GRANULES AND POWDERS, OF PIG IRON, SPIEGELEISEN, IRON OR STEEL	✓		✓	✓
GRAPES, FRESH OR DRIED	✓	✓	✓	✓
GROUND-NUTS, NOT ROASTED OR OTHERWISE COOKED	✓		✓	
GUM, WOOD OR SULPHATE TURPENTINE... OILS: CRUDE DIPENTENE, ETC	✓		✓	✓
GUTS, BLADDERS AND STOMACHS OF ANIMALS (OTHER THAN FISH)		✓	✓	✓
GYPSUM; ANHYDRITE; PLASTERS	✓	✓	✓	✓
HALIDES AND HALIDE OXIDES OF NON-METALS	✓		✓	✓
HALOGENATED DERIVATIVES OF HYDROCARBONS	✓	✓	✓	✓
HALOGENATED... OR NITROSATED DERIVATIVES OF PHENOLS OR PHENOL-ALCOHOLS			✓	
HAND SAWS; BLADES FOR SAWS OF ALL KINDS (INCL. SLITTING, SLOTTING...)	✓	✓	✓	✓
HAND SEIVES AND HAND RIDDLES			✓	
HAND TOOLS (EG. SPADES, SHOVELS, MATTOCKS, PICKS, HOES, FORKS, ETC)	✓	✓	✓	✓
HAND TOOLS, NES: BLOW LAMPS; VICES, CLAMPS, ETC; ANVILS, ETC	✓	✓	✓	✓
HANDKERCHIEFS	✓	✓	✓	✓
HAND-OPERATED MECHANICAL APPLIANCES, OF < 10KG USED FOR FOOD OR DRINK	✓	✓	✓	✓
HAND-OPERATED SPANNERS AND WRENCHES; INTERCHANGEABLE SPANNER SOCKETS	✓	✓	✓	✓
HAND-WOVEN TAPESTRIES OF THE TYPE GOBELINS, FLNDERS..ETC	✓	✓	✓	

PRODUCTS	2003	2004	2005	2006
HARD RUBBER(IE EBONITE) IN ALL FORMS	✓	✓	✓	✓
HARVESTING... MACHINERY; GRASS/HAY MOWERS; MACHINES FOR PRODUCE, ETC	✓	✓	✓	✓
HAT-FORMS, HATBODIES & HOODS OF FELT		✓		
HATS AND OTHER HEADGEAR, KINTTED OR CROCHETED...; HAIR-NETS, ETC	✓	✓	✓	✓
HATS AND OTHER HEADGEAR,PLAIED WHETHER OR NOT LINED	✓	✓	✓	✓
HEAD-BANDS,LINING,COVER	✓	✓		✓
HETEROCYCLIC COMPOUNDS WITH NITROGEN HETERO-ATOM(S) ONLY; NUCLEIC ACIDS	✓	✓	✓	✓
HOOPWOOD: SPLIT POLES; PILES, ETC; WOODEN STICKS, ETC; CHIPWOOD		✓	✓	✓
HOP CONES AND LUPULIN, FRESH OR DRIED	✓		✓	✓
HORMONES; DERIVATIVES THEREOF USED AS HORMONES; OTHER STEROIDS			✓	✓
HOT-ROLLED IRON OR NON-ALLOY STEEL, >=600MM WIDE	✓	✓	✓	✓
HOUSEHOLD OR LAUNDRY-TYPE WASHING MACHINES (INCL. WASH AND DRY)	✓	✓	✓	✓
HUMAN BLOOD; ANIMAL BLOOD; ANTISERA, ETC; VACCINES, TOXINS, ETC	✓	✓	✓	✓
HYDRAULIC BRAKE FLUIDS	✓	✓	✓	✓
HYDRAULIC TURBINES, WATER WHEELS AND REGULATORS THEREFOR	✓	✓	✓	✓
HYDRAZINE...AND INORGANIC SALTS; INORGANIC BASES; METAL OXIDES..., NES	✓	✓	✓	✓
HYDROGEN CHLORIDE (HYDROCHLORIC ACID); CHLOROSULPHURIC ACID	✓	✓	✓	✓
HYDROGEN PEROXYDE WHETHER OR NOT SOLIDIFIED WITH UREA	✓	✓	✓	✓
HYDROGEN, RARE GASES AND OTHER NON-METALS	✓	✓	✓	✓
HYDROMETERS... THERMOMETERS, PYROMETERS, BAROMETERS, HYGROMETERS...			✓	
HYDROXIDE AND PEROXIDE OF MAGNESIUM; OXIDES... OF STRONTIUM OR BARIUM	✓	✓	✓	✓
HYDROXIDES AND PEROXIDES OF SODIUM OR POTASSIUM	✓	✓	✓	✓
HYDROXIDES AND PERXIDES OF SODIUM OR POTASSIUM	✓	✓	✓	✓
HYGIENIC OR PHARMACEUTICAL ARTICLES, OF VULCANIZED RUBBER	✓	✓	✓	✓
HYPOCHLORITES; COMMERCIAL CALCIUM HYPOCHLORITE; CHLORITES; HYPOBROMITES	✓	✓	✓	✓
ICE CREAM	✓	✓	✓	✓
IMAGE PROJECTORS (EXCL. CINE-); PHOTOGRAPHIC ENLARGERS AND REDUCERS			✓	✓
IMITATION JEWELLERY	✓	✓	✓	✓
INDUSTRIAL OR LABORATORY ELECTRIC FURNACES AND OVENS, ETC	✓	✓	✓	✓
INDUSTRIAL OR LABORATORY FURNACES AND OVENS (INCL. INCINERATORS)	✓	✓	✓	✓
INEDIBLE MIXTURES OF ANIMAL OR VEGETABLE FATS OF NES SPECIFIED	✓	✓	✓	✓
INNER TUBES, OFRUBBER	✓	✓	✓	✓
INSECTICIDES, RODENTICIDES... AND SIMILAR PRODUCTS, FOR RETAIL SALE			✓	
INSTRUMENT PANEL CLOCKS FOR VEHICLES, AIRCRAFT OR VESSELS			✓	
INSTRUMENT, APPARATUS AND MODELS FOR DEMONSTRATIONAL PURPOSES			✓	
INSTRUMENTS AND APPARATUS FOR PHYSICAL OR CHEMICAL ANALYSIS, ETC			✓	
INSTRUMENTS AND APPLIANCES USED IN MEDICAL, SURGICAL, DENTAL... SCIENCES			✓	
INSTRUMENTS... FOR MEASURING ELECTRICAL QUANTITIES AND RADIATIONS			✓	
INSTRUMENTS/APPARATUS FOR MEASURING THE FLOW... OF LIQUID OR GASES, NES			✓	
INSULATED WIRE, CABLE, ETC; OPTICAL FIBRE CABLES	✓	✓	✓	✓
INSULATING FITTINGS FOR ELECTRICAL MACHINES...; CONDUIT TUBING...	✓	✓	✓	✓
INTERCHANGEABLE TOOLS FOR HAND OR MACHINE-TOOLS...	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
INVALID CARRIAGES	✓			
ION-EXCHANGERS BASED ON POLYMERS		✓	✓	✓
IRON AND NON-ALLOY STEEL IN INGOTS OR OTHER PRIMARY FORMS, NES	✓	✓	✓	✓
IRON ORES AND CONCENTRATES, INCLUDING ROASTED IRON PYRITES	✓	✓		
IRON OXIDES AND HYDROXIDES; EARTH COLOURS WITH >=70% IRON(III)OXIDE	✓	✓	✓	✓
IRON/STEEL BARS AND RODS, FORGED, ETC (INCL. TWISTED), UNCOILED	✓	✓	✓	✓
IRON/STEEL BARS AND RODS, HOT-ROLLED, IN IRREGULARLY WOUND COILS	✓	✓	✓	✓
IRON/STEEL STRUCTURES AND PARTS THEREOF: PLATES, RODS... THEREFOR	✓	✓	✓	✓
ISOTOPES (EXCL. RADIOACTIVE); THEIR INORGANIC OR ORGANIC COMPOUNDS	✓		✓	✓
JAMS, FRUIT JELLIES, MARMALADES, ETC	✓	✓	✓	✓
JERSEYS, PULLOVERS, CARDIGANS AND SIMILAR ARTICLES, KNITTED OR CROCHETED	✓	✓	✓	✓
KAOLIN AND OTHER KAOLINIC CLAYS	✓	✓	✓	✓
KETONES AND QUINONES AND THEIR HALOGENATED... DERIVATIVES	✓	✓	✓	✓
KNIVES AND CUTTING BLADES, FOR MACHINES OR FOR MECHANICAL APPLIANCES	✓	✓	✓	✓
KNIVES WITH CUTTING BLADES, (EXCL. KNIVES OF 82.08) AND BLADES THEREFOR	✓	✓	✓	✓
KNOTTED NETTING OF TWINE, CORDAGE OR ROPE: MADE UP FISHING NETS, ETC	✓	✓	✓	✓
LABELS, BADGES... OF TEXTILES, IN PIECE..., NOT EMBROIDERED	✓	✓	✓	✓
LABORATORY, HYGIENIC OR PHARMACEUTICAL GLASSWARE	✓	✓	✓	✓
LAC; NATURAL GUMS, RESINS, GUM-RESINS, AND BALSAMS	✓	✓	✓	✓
LAMPS AND LIGHTING FITTINGS, NES; ILLUMINATED SIGNS, NAME-PLATES, ETC			✓	
LATHES FOR REMOVING METAL	✓	✓	✓	✓
LEAD BARS, RODS, PROFILES AND WIRE	✓	✓	✓	✓
LEAD ORES		✓		
LEAD OXIDES: RED LEAD AND ORANGE LEAD	✓	✓	✓	✓
LEAD PLATE, SHEETS, STRIP AND FOIL: LEAD POWDERS AND FLAKES	✓	✓	✓	✓
LEAD TUBES, PIPES AND TUBE OR PIPE FITTINGS	✓		✓	
LEGUMINOUS VEGETABLES, SHELLLED OR UNSHELLED, FRESH OR CHILLED	✓	✓		
LENSES, PRISMS, MIRRORS AND OTHER OPTICAL ELEMENTS, MOUNTED, NES	✓	✓	✓	✓
LETTUCE AND CHICORY, FRESH OR CHILLED	✓			
LIGHT-VESSELS, FIRE-FLOATS, ETC; FLOATING DOCKS, PLATFORMS FOR DRILLING	✓	✓	✓	✓
LIMESTONE FLUX	✓			
LINOLEUM: FLOOR COVERINGS WITH COATING APPLIED ON A TEXTILE BACKING	✓	✓	✓	✓
LINSEED	✓	✓	✓	✓
LIQUID CRYSTAL DEVICES; LASERS; OPTICAL APPLIANCES, ETC, NES			✓	
LIVE BOVINE ANIMALS	✓		✓	
LIVE FISH	✓			
LIVE HORSES, MULES...	✓		✓	✓
LIVE POULTRY	✓	✓	✓	✓
LIVE SHEEP AND GOATS		✓		
LUBRICATING PREPARATIONS, ETC (EXCL. THOSE OF >=70% PETROLEUM OIL)	✓	✓	✓	✓
MACHINERY AND APPARATUS FOR SOLDERING, BRAZING OR WELDING	✓	✓	✓	✓
MACHINERY AUXILIARY TO THAT OF 84.44, 84.45, 84.46, 84.47; PARTS	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
MACHINERY FOR PREPARING ... LEATHER, FOR MAKING/REPAIRING FOOTWEAR...	✓	✓	✓	✓
MACHINERY FOR PREPARING OR MAKING UP TOBACCO, NES	✓	✓	✓	✓
MACHINERY FOR SOIL PREPARATION/CULTIVATION: LAWN/SPORTS-GROUND ROLLERS	✓	✓	✓	✓
MACHINERY FOR SORTING..., AGGLOMERATING... EARTH, STONE, ORES, ETC	✓	✓	✓	✓
MACHINERY FOR THE MANUFACTURE OR FINISHING OF FELT OR FELT HATS		✓		
MACHINERY FOR WORKING RUBBER/PLASTICS OR MAKING PRODUCTS THEREOF,NES	✓	✓	✓	✓
MACHINERY PARTS, NOT CONTAINING ELECTRICAL CONNECTORS..., NES	✓	✓	✓	✓
MACHINERY, NES, FOR THE INDUSTRIAL PREPARATION OF FOOD OR DRINK	✓	✓	✓	✓
MACHINERY, NES, FOR WASHING, CLEANING, WRINGING, DRYING, IRONING, ETC	✓	✓	✓	✓
MACHINERYFOR MAKING PAPER PULP OR FOR MAKING OR FINISHING PAPER...	✓	✓	✓	✓
MACHINES AND MECHANICAL APPLIANCES, HAVING INDIVIDUAL FUNCTIONS, NES	✓	✓	✓	✓
MACHINES FOR ASSEMBLING ELECTRIC LAMPS, TUBES...; HOT WORKING GLASSWARE	✓	✓	✓	✓
MACHINES FOR CLEANING... SEED...; MILLING... MACHINERY	✓	✓	✓	✓
MACHINES FOR PREPARING TEXTILE FIBRES: SPINNING... MACHINES, ETC	✓	✓	✓	✓
MACHINES FOR TYPE-SETTING, MAKING PRINTING BLOCKS...; PRINTING COMPONENTS	✓	✓	✓	✓
MACHINES/APPLIANCES FOR TESTING THE HARDNESS, STRENGTH... OF MATERIAL			✓	
MACHINE-TOOLS (INCL. PRESSES) FOR WORKING METAL BY FORGING, ETC	✓	✓	✓	✓
MACHINE-TOOLS FOR DEBURRING, SHARPENING, GRINDING, HONING, ETC, METAL	✓	✓	✓	✓
MACHINE-TOOLS FOR DRILLING, BORING, MILLING... BY REMOVING METAL	✓	✓	✓	✓
MACHINE-TOOLS FOR PLANING, SHAPING, SLOTTING, BROACHING ... METAL, NES	✓	✓	✓	✓
MACHINE-TOOLS FOR WORKING MATERIAL BY LASER/LIGHT/PHOTON BEAM, ETC	✓	✓		✓
MACHINE-TOOLS FOR WORKING STONE, CERAMICS, CONCRETE, ETC	✓	✓	✓	✓
MACHINE-TOOLS FOR WORKING WOOD, CORK, BONE, HARD RUBBER, ETC	✓	✓	✓	✓
MACHINING CENTRES, UNIT CONSTRUCTION MACHINES, ETC, FOR WORKING METAL				✓
MAGNETIC TAPE RECORDERS AND OTHER SOUND RECORDING APPARATUS	✓	✓	✓	✓
MAIZE(CORN)	✓	✓	✓	✓
MALT	✓		✓	✓
MALT EXTRACT: FOOD PREPARATIONS OF FLOUR, ETC , NES	✓	✓	✓	✓
MAN-MADE FILAMENT YARN (EXCL. SEWING THREAD), PUT UP FOR RETAIL SALE	✓			
MAPS, ETC (INCL. ATLASES, WALL MAPS...), PRINTED	✓	✓	✓	✓
MARBLE, TRAVERTINE, AND OTHER CALCAREOUS MONUMENTAL OR BUILDING STONE			✓	✓
MARGARINE: EDIBLE PREPARATIONS OF ANIMAL OR VEGETABLE FATS OR OILS, NES	✓	✓	✓	✓
MATCHES, OTHER THAN PYROTECHNIC ARTICLES OF HEADING No 3604	✓	✓	✓	✓
MATTRESS SUPPORTS: ARTICLES OF BEDDING, SPRUNG, STUFFED, ETC			✓	
MEASURING OR CHECKING INSTRUMENTS, APPLIANCES AND MACHINES, NES	✓	✓	✓	✓
MEAT AND EDIBLE OFFAL OF POULTRY, FRESH, CHILLED OR FROZEN	✓	✓	✓	✓
MEAT AND OFFAL, SALTED... OR SMOKED: FLOURS... OF MEAT	✓	✓	✓	✓
MEAT OF BOVINE ANIMALS, FRESH OR CHILLED	✓	✓	✓	✓
MEAT OF BOVINE ANIMALS, FROZEN	✓	✓		✓
MEAT OF SHEEP OR GOATS, FRESH, CHILLED OR FROZEN	✓	✓		
MEAT OF SWINE, FRESH, CHILLED OR FROZEN	✓	✓	✓	✓
MECHANO-THERAPY APPLIANCES: MASSAGE APPARATUS... RESPIRATION APPARATUS			✓	

PRODUCTS	2003	2004	2005	2006
MEDICAL, SURGICAL, DENTAL... FURNITURE; BARBERS' CHAIRS...; THEIR PARTS			✓	
MEDICAMENTS OF MIXED OR UNMIXED PRODUCTS, FOR RETAIL SALE	✓	✓	✓	✓
MEDICAMENTS WITH >=2 CONSTITUENTS MIXED TOGETHER, NOT FOR RETAIL SALE	✓	✓	✓	✓
MELONS AND PAPAWS, FRESH	✓	✓		
MEN'S OR BOYS' BRIEFS AND SIMILAR ARTICLES, KNITTED OR CROCHETED	✓	✓	✓	✓
MEN'S OR BOYS' OVERCOATS, AND SIMILAR ARTICLES	✓	✓	✓	✓
MEN'S OR BOYS' OVERCOATS... AND SIMILAR ARTICLES, KNITTED OR CROCHETED	✓	✓	✓	✓
MEN'S OR BOYS' SHIRTS	✓	✓	✓	✓
MEN'S OR BOYS' SHIRTS, KNITTED OR CROCHETED	✓	✓	✓	✓
MEN'S OR BOYS' SUITS, ENSEMBLES, ETC, KNITTED OR CROCHETED	✓	✓	✓	✓
MEN'S OR BOYS' SUITS, ENSEMBLES, JACKETS, BLAZERS, TROUSERS, ETC	✓	✓	✓	✓
MEN'S OR BOYS' UNDERPANTS, BRIEFS, NIGHTSHIRTS, PYJAMAS, ETC	✓	✓	✓	✓
METAL-ROLLING MILLS AND ROLLS THEREFOR	✓	✓	✓	✓
MICROPHONES; LOUDSPEAKERS; HEADPHONES...; ELECTRIC AMPLIFIERS...	✓	✓	✓	✓
MILK AND CREAM, CONCENTRATED OR SWEETENED	✓	✓	✓	✓
MILK AND CREAM, NOT CONCENTRATED OR SWEETENED	✓	✓	✓	✓
MILKING MACHINES AND DAIRY MACHINERY	✓	✓	✓	✓
MILLSTONES, GRINDSTONES... OF NATURAL STONE..., FOR GRINDING, ETC	✓	✓	✓	✓
MINERAL OR CHEMICAL FERTILIZERS, NES; OTHER FERTILIZERS; GOODS =<10KG	✓	✓	✓	✓
MINERAL OR CHEMICAL FERTILIZERS, NITROGENOUS	✓	✓	✓	✓
MINERAL OR CHEMICAL FERTILIZERS, POTASSIC	✓	✓	✓	✓
MINERAL SUBSTANCES NOT ELSEWHERE SPECIFIED OR INCLUDED	✓	✓	✓	✓
MIXED ALKYL BENZENES AND MIXED ALKYL NAPHTHALENES, NES	✓			
MIXTURES OF ODORIFEROUS SUBSTANCES USED AS RAW MATERIALS IN INDUSTRY	✓	✓	✓	✓
MODELLING PASTES	✓	✓		✓
MOLASSES RESULTING FROM THE EXTRACTION OR REFINING OF SUGAR			✓	✓
MOLLUSCS AND AQUATIC INVERTEBRATES, NES	✓	✓		
MONOFILAMENT >1MM, RODS, STICKS AND PROFILE SHAPES, OF PLASTICS	✓	✓	✓	✓
MOTOCYCLES (INCL. MOPEDS) AND CYCLES FITTED WITH AN AUXILIARY MOTOR	✓	✓	✓	✓
MOTOR CARS AND OTHER MOTOR VEHICLES FOR THE TRANSPORT OF PERSONS	✓	✓	✓	✓
MOTOR VEHICLES FOR THE TRANSPORT OF GOODS	✓	✓	✓	✓
MOULDING BOXES FOR METAL FOUNDRY; MOULD BASES/PATTERNS... FOR METAL, ETC	✓	✓	✓	✓
MULTIPLE - WALLED INSULATING UNITS OF GLASS			✓	✓
MUSHROOMS AND TRUFFLES, PRESERVED OTHER THAN BY VINEGAR OR ACETIC ACID	✓	✓	✓	✓
MUSICAL BOXES, FAIRGROUND ORGANS, ETC; DECOY CALLS AND WHISTLES			✓	
MUSICAL INSTRUMENTS WITH ELECTRICALLY PRODUCED OR AMPLIFIED SOUND			✓	
NAILS, TACKS, DRAWING PINS ETC. OF IRON OR STEEL	✓	✓	✓	✓
NAILS... WHOLLY OR PARTLY OF COPPER; COPPER SCREWS	✓	✓	✓	✓
NARROW WOVEN FABRICS; NARROW FABRICS ASSEMBLED BY AN ADHESIVE (BOLDUCS)	✓	✓		✓
NATURAL BARIUM SULPHATE (BARYTES); NATURAL BARIUM CARBONATE (WITHERITE)	✓	✓		
NATURAL BORATES AND CONCENTRATES; NATURAL BORIC ACID	✓	✓		
NATURAL CALCIUM PHOSPHATES, ALUMINIUM CALCIUM PHOSPHATES, ETC	✓			✓

PRODUCTS	2003	2004	2005	2006
NATURAL CORK; WASTE CORK; CRUSHED, GRANULATED OR GROUND CORK	✓		✓	
NATURAL CRYOLITE	✓	✓	✓	✓
NATURAL HONEY	✓	✓	✓	✓
NATURAL MAGNESIUM CARBONATE (MAGNESITE), ETC; OTHER MAGNESIUM OXIDES		✓		
NATURAL OR ARTIFICIAL ABRASIVE POWDER OR GRAIN ON A BASE OF PAPER, ETC	✓	✓	✓	✓
NATURAL POLYMERS AND MODIFIED NATURAL POLYMERS, IN PRIMARY FORMS, NES	✓	✓	✓	✓
NATURAL RUBBER... AND SIMILAR GUMS, IN PRIMARY FORMS OR IN PLATES, ETC	✓	✓	✓	✓
NATURAL SANDS OF ALL KINDS, (EXCL. METAL-BEARING SANDS OF CHAPTER 26)	✓	✓	✓	✓
NATURAL SPONGES OF ANIMAL ORIGIN	✓	✓		
NATURAL STEATITE, CRUDE ROUGHLY TRIMMED OR MERELY CUT; TALC	✓	✓	✓	✓
NEW PNEUMATIC TYRES, OF RUBBER	✓	✓	✓	✓
NEWSPAPERS, JOURNALS AND PERIODICALS	✓	✓	✓	✓
NEWSPRINT, IN ROLLS OR SHEETS	✓	✓	✓	✓
NICKEL PLATES, SHEETS, STRIP AND FOIL	✓			
NICKEL POWDERS AND FLAKES		✓		
NICKEL TUBES, PIPES AND TUBE OR PIPE FITTINGS		✓	✓	✓
NITRIC ACID	✓	✓	✓	✓
NITRILE-FUNCTION COMPOUNDS		✓	✓	✓
NITRITES; NITRATES	✓	✓	✓	✓
NON-DOMESTIC HEATING/COOLING EQUIPMENT, NES; NON-ELECTRIC WATER HEATERS	✓	✓	✓	✓
NON-SOAP SURFACE-ACTIVE AGENTS; WASHING PREPARATIONS IN POWDER, LIQUID ETC	✓	✓	✓	✓
NONWOVENS	✓	✓	✓	✓
NUCLEAR REACTORS; FUEL ELEMENTS...; MACHINERY FOR ISOTOPIC SEPARATION	✓	✓	✓	✓
NUTMEG, MACE AND CARDAMOMS	✓	✓	✓	✓
OIL-CAKE AND OTHER SOLID RESIDUES, OF VEGETABLE FATS			✓	
OLIVE OIL AND ITS FRACTIONS	✓	✓	✓	✓
ONIONS, SHALLOTS, GARLIC, LEEKS...ETC, FRESH OR CHILLED	✓	✓	✓	✓
OPTICAL FIBRES AND CABLES; POLARISING MATERIAL; LENSES, ETC, UNMOUNTED	✓	✓	✓	✓
ORGANIC COMPOSITE SOLVENTS AND THINNERS	✓	✓	✓	✓
ORGANO-SULPHUR COMPOUNDS	✓	✓	✓	✓
ORIGINAL ENGRAVINGS, PRINTS AND LITHOGRAPHS			✓	
ORTHOPAEDIC APPLIANCES; SPLINTS, ETC; ARTIFICIAL PARTS OF THE BODY, ETC			✓	
OTHER AGRICULTURAL... FORESTRY MACHINERY; POULTRY INCUBATORS/BROODERS	✓	✓	✓	✓
OTHER AIRCRAFT (EG HELICOPTERS, AEROPLANES); SPACECRAFT, ETC	✓	✓	✓	✓
OTHER ALLOY STEEL IN PRIMARY FORMS; SEMI-PRODUCTS THEREOF		✓	✓	✓
OTHER ANIMAL FATS AND OILS			✓	
OTHER ARMS EG SPRING, AIR OR GAS GUNS AND PISTOLS EXCL OF HEAD 93 07			✓	
OTHER ARTICLES / COMPOSITION OF LEATHER	✓	✓	✓	✓
OTHER ARTICLES OF ALUMINIUM	✓	✓	✓	✓
OTHER ARTICLES OF COPPER	✓	✓	✓	✓
OTHER ARTICLES OF CUTLERY; MANICURE OR PEDICURE SETS AND INSTRUMENTS	✓	✓	✓	✓
OTHER ARTICLES OF GLASS	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
OTHER ARTICLES OF IRON OR STEEL	✓	✓	✓	✓
OTHER ARTICLES OF LEAD	✓	✓		
OTHER ARTICLES OF NICKEL, NES	✓	✓	✓	✓
OTHER ARTICLES OF PLASTICS, NES	✓	✓	✓	✓
OTHER ARTICLES OF PRECIOUS METAL OR OF METAL CLAD WITH PRECIOUS METAL	✓	✓	✓	✓
OTHER ARTICLES OF TIN	✓	✓	✓	✓
OTHER ARTICLES OF VULCANIZED RUBBER, NES (EXCL. HARD RUBBER)	✓	✓	✓	✓
OTHER ARTICLES OF WOOD	✓	✓	✓	✓
OTHER ARTICLES OF ZINC	✓	✓	✓	✓
OTHER BARS AND RODS OF IRON OR NON-ALLOY STEEL	✓	✓	✓	✓
OTHER BARS AND RODS OF STAINLESS STEEL; ANGLES, SHAPES AND SECTIONS	✓	✓	✓	✓
OTHER BARS AND RODS; ANGLES, SHAPES AND SECTIONS OF OTHER ALLOY STEEL	✓	✓	✓	✓
OTHER BREATHING APPLIANCES AND GAS MASKS EXCL PROTECTIVE MASKS			✓	
OTHER CARPETS	✓	✓	✓	✓
OTHER CAST ARTICLES OF IRON OR STEEL	✓	✓	✓	✓
OTHER CERAMIC ARTICLES	✓	✓	✓	✓
OTHER CIRCULAR TUBES AND PIPES, DIAMETER >406.4MM, OF IRON OR STEEL	✓	✓	✓	✓
OTHER CLAYS, ANDALUSITE, KYANITE, ETC; MULLITE; CHAMOTTE OR DINAS EARTHS	✓	✓	✓	✓
OTHER CLOCK OR WATCH PARTS			✓	
OTHER CLOCKS, NES			✓	
OTHER COLOURING MATTER, NES; INORGANIC PRODUCTS USED AS LUMINOPHORES	✓	✓	✓	✓
OTHER ENGINES AND MOTORS	✓	✓	✓	✓
OTHER FERMENTED BEVERAGES	✓	✓	✓	✓
OTHER FIREARMS WHICH OPERATE BY FIRING AN EXPLOSIVE CHARGE, NES			✓	
OTHER FIXED VEGETABLE FATS AND OILS (INCL. JOJOBA OIL) AND FRACTIONS	✓	✓		
OTHER FLOATING STRUCTURES (EG RAFTS, TANKS, COFFER-DAMS... AND BEACONS)	✓	✓	✓	✓
OTHER FOOTWEAR WITH OUTER SOLES AND UPPERS OF RUBBER OR PLASTICS	✓	✓	✓	✓
OTHER FOOTWEAR, NES	✓	✓	✓	✓
OTHER FORMS AND ARTICLES OF UNVULCANIZED RUBBER	✓	✓	✓	✓
OTHER FRUIT, FRESH, NES	✓	✓		✓
OTHER FURNISHING ARTICLES, NES (EXCL. OF 94.04)	✓	✓	✓	✓
OTHER FURNITURE AND PARTS THEREOF			✓	
OTHER GARMENTS, KNITTED OR CROCHETED, NES	✓	✓	✓	✓
OTHER HEADGEAR	✓	✓	✓	✓
OTHER HETEROCYCLIC COMPOUNDS	✓	✓	✓	✓
OTHER INORGANIC ACIDS AND OTHER INORGANIC OXYGEN COMPOUNDS OF NON-METALS	✓	✓	✓	✓
OTHER INORGANIC COMPOUNDS	✓	✓	✓	✓
OTHER KNITTED OR CROCHETED FABRICS	✓	✓	✓	✓
OTHER LIFTING, HANDLING,LOADING OR UNLOADING MACHINERY	✓	✓	✓	✓
OTHER LIVE ANIMALS	✓	✓	✓	✓
OTHER LIVE PLANTS, CUTTINGS AND SLIPS, MUSHROOM SPAWN	✓	✓		
OTHER MACHINERY FOR MAKING UP PAPER PULP, PAPER OR PAPERBOARD, NES	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
OTHER MACHINE-TOOLS FOR WORKING METAL, SINTERED METAL CARBIDES...	✓	✓	✓	✓
OTHER MADE UP ARTICLES (INCL. DRESS PATTERNS)	✓	✓	✓	✓
OTHER MADE UP CLOTHING ACCESSORIES: PARTS OF GARMENTS	✓	✓	✓	✓
OTHER MADE UP CLOTHING OR PARTS OF GARMENTS, KNITTED OR CROCHETED	✓	✓	✓	✓
OTHER MANUFACTURED TOBACCO AND SUBSTITUTES: HOMOGENIZED TOBACCO, ETC	✓	✓		✓
OTHER MEAT AND EDIBLE MEAT OFFAL, FRESH, CHILLED OR FROZEN		✓	✓	
OTHER NUTS, FRESH OR DRIED, NES	✓	✓		✓
OTHER OFFICE MACHINES (INCL. HECTOGRAPH... DUPLICATING MACHINES...)	✓	✓	✓	✓
OTHER OIL SEEDS AND OLEAGINOUS FRUITS	✓	✓	✓	✓
OTHER ORES AND CONCENTRATES		✓		
OTHER ORGANIC COMPOUNDS	✓	✓	✓	✓
OTHER ORGANO-INORGANIC COMPOUNDS	✓	✓	✓	✓
OTHER PAINTS AND VARNISHES	✓	✓	✓	✓
OTHER PAPER..., CUT TO SIZE OR SHAPE: ARTICLES OF PAPER, ETC, NES	✓	✓	✓	✓
OTHER PARTS OF PLANTS FOR ORNAMENTAL PURPOSES, FRESH, DRIED...ETC	✓	✓		
OTHER PLATES, SHEETS, FILM, FOIL AND STRIP, OF PLASTICS	✓	✓	✓	✓
OTHER PLATES..., OF PLASTICS, NOT REINFORCED, ETC	✓	✓	✓	✓
OTHER PREPARED OR PRESERVED MEAT, MEAT OFFAL OR BLOOD	✓	✓	✓	✓
OTHER PRINTED MATTER, INCLUDING PRINTED PICTURES AND PHOTOGRAPHS	✓	✓	✓	✓
OTHER RAIL LOCOMOTIVES: LOCOMOTIVE TENDERS			✓	✓
OTHER REFRACTORY CERAMIC GOODS (EXCL. SILICEOUS FOSSIL MEALS/EARTHS)	✓	✓	✓	✓
OTHER SALTS OF INORGANIC ACIDS OR PEROXOACIDS, EXCLUDING AZIDES	✓	✓	✓	✓
OTHER SLAG & ASH		✓	✓	✓
OTHER STRING MUSICAL INSTRUMENTS (EG GUITARS, VIOLINS, HARPS)			✓	
OTHER SUGAR IN SOLID FORM SUGARSYRUPS: ARTIFICIAL HONEY AND CARAMEL	✓	✓	✓	✓
OTHER TOYS; REDUCED-SIZE MODELS, ETC; PUZZLES OF ALL KINDS			✓	
OTHER TUBES, PIPES AND HOLLOW PROFILES OF IRON OR STEEL, WELDED, NES	✓	✓	✓	✓
OTHER UNCOATED PAPER AND PAPERBOARD, IN ROLLS OR SHEETS	✓	✓	✓	✓
OTHER VEGETABLES PRESERVED OTHER THAN BY VINEGAR OR ACETIC ACID, FROZEN	✓	✓	✓	✓
OTHER VEGETABLES PRESERVED OTHER THAN BY VINEGAR, ETC, NOT FROZEN	✓	✓	✓	✓
OTHER VEGETABLES, FRESH OR CHILLED	✓	✓		✓
OTHER VESSELS	✓	✓		✓
OTHER WOVEN FABRICS OF COTTON, NES	✓	✓		✓
OTHER WOVEN FABRICS, <85% SYNTHETIC STAPLE FIBRES	✓		✓	✓
OXIDES OF BORON		✓	✓	✓
OXYGEN-FUNCTION AMINO-COMPOUNDS	✓	✓	✓	✓
PACKING CASES... OF WOOD: CABLE-DRUMS OF WOOD: PALLETS, ETC, OF WOOD	✓	✓	✓	✓
PADLOCKS AND LOCKS, CLASPS... INCORPORATING LOCKS, KEYS OF BASE METAL	✓	✓	✓	✓
PAINTINGS, DRAWINGS, PASTELS, COLLAGES, ETC, DONE ENTIRELY BY HAND			✓	
PAINTS AND VARNISHES BASED ON POLYMERS IN A NON-AQUEOUS MEDIUM	✓	✓	✓	✓
PAINTS AND VARNISHES, IN AN AQUEOUS MEDIUM	✓	✓	✓	✓
PALM OIL AND ITS FRACTIONS WHEATHER OR NOT REFINED NOT CHEMICALLY MODIFIED	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
PANTY HOSE, TIGHTS, ETC, AND FOOTWEAR, KNITTED OR CROCHETED	✓	✓	✓	✓
PAPER AND PAPERBOARD, CORRUGATED, CREPED, ETC, IN ROLLS OR SHEETS	✓	✓	✓	✓
PAPER OR PAPERBOARD LABELS OF ALL KINDS, WHETHER OR NOT PRINTED	✓	✓	✓	✓
PAPER, PAPERBOARD, ETC, COATED..., IN ROLLS OR SHEETS, NES	✓	✓	✓	✓
PAPER..., COATED WITH KAOLIN (CHINA CLAY), ETC, IN ROLLS OR SHEETS	✓	✓	✓	✓
PARTICLE BOARD AND SIMILAR BOARD OF WOOD OR OTHER LIGNEOUS MATERIALS	✓	✓	✓	✓
PARTS AND ACCESSORIES FOR MACHINES OF 84.56 TO 84.65; TOOL HOLDERS	✓	✓	✓	✓
PARTS AND ACCESSORIES FOR MUSICAL INSTRUMENTS; METRONOMES, ETC	✓	✓	✓	✓
PARTS AND ACCESSORIES OF APPARATUS OF 85.19 TO 85.21	✓	✓	✓	✓
PARTS AND ACCESSORIES OF ARTICLES OF 93.01 TO 93.04	✓	✓	✓	✓
PARTS AND ACCESSORIES OF THE MOTOR VEHICLES OF 87.01 TO 87.05	✓	✓	✓	✓
PARTS AND ACCESSORIES OF VEHICLES OF 87.11 TO 87.13	✓	✓	✓	✓
PARTS AND ACCESSORIES SUITABLE FOR MACHINES OF 84.69 TO 84.72	✓	✓	✓	✓
PARTS AND ACCESSORIES NES FOR MACHINES OF CHAPTER 90	✓	✓	✓	✓
PARTS OF FOOTWEAR; REMOVABLE IN-SOLES, ETC; GAITERS, LEGGINGS, ETC	✓	✓	✓	✓
PARTS OF GOODS OF 88.01 OR 88.02	✓	✓	✓	✓
PARTS SUITABLE FOR USE SOLELY WITH MACHINES OF HEADING 8501 OR 8502	✓	✓	✓	✓
PARTS SUITABLE FOR USE WITH ENGINES OF 84.07 OR 84.08	✓	✓	✓	✓
PARTS SUITABLE FOR USE WITH THE APPARATUS OF 85.25 TO 85.28	✓	✓	✓	✓
PARTS SUITABLE FOR USE WITH THE MACHINERY OF 84.25 TO 84.30	✓	✓	✓	✓
PARTS SUITABLE FOR USE WITH THE APPARATUS OF 85.35, 85.36 OR 85.37	✓	✓	✓	✓
PARTS, TRIMMINGS AND ACCESSORIES OF ARTICLES OF 66.01 OR 66.02	✓	✓	✓	✓
PARTS OF RAILWAY OR TRAMWAY LOCOMOTIVES OR ROLLING-STOCK	✓	✓	✓	✓
PASTA, SUCH AS SPAGHETTI, MACARONI, NOODLES, LASAGNE, ETC; COUSCOUS	✓	✓	✓	✓
PAVING BLOCKS... OF GLASS, USED FOR BUILDING OR CONSTRUCTION PURPOSES	✓	✓	✓	✓
PAVING BLOCKS... OF GLASS, USED FOR BUILDING OR CONSTRUCTION PURPOSES	✓	✓	✓	✓
PEBBLES, GRAVEL, ETC; MACADAM OF SLAG; TARRED MACADAM, ETC	✓	✓	✓	✓
PENCILS (EXCL. OF 96.08), CRAYONS, PENCIL LEADS, PASTELS, ETC	✓	✓	✓	✓
PEPPER OF THE GENUS PIPER, CAPISCUM OR PIMENTA, DRIED, CRUSHED OR GROUND	✓	✓	✓	✓
PERFUMES AND TOILET WATER	✓	✓	✓	✓
PETROLEUM COKE, BITUMEN AND OTHER RESIDUES OF PETROLEUM OILS	✓	✓	✓	✓
PETROLEUM GASES AND OTHER GASEOUS HYDROCARBONS	✓	✓	✓	✓
PETROLEUM JELLY; PARAFFIN WAX... AND OTHER MINERAL WAXES, ETC	✓	✓	✓	✓
PETROLEUM OILS AND OILS OBTAINED FROM BITUMINOUS MINERALS, OTHER THAN CRUDE	✓	✓	✓	✓
PETROLEUM RESINS..., POLYSULPHIDES..., ETC, IN PRIMARY FORMS	✓	✓	✓	✓
PHARMACEUTICAL GOODS SPECIFIED IN NOTE 3 TO THIS CHAPTER	✓	✓	✓	✓
PHENOLS; PHENOL-ALCOHOLS	✓	✓	✓	✓
PHOSPHINATES, PHOSPHONATES, PHOSPHATES AND POLYPHOSPHATES	✓	✓	✓	✓
PHOSPHORIC ESTERS AND THEIR SALTS; HALOGENATED, SULPHONATED, NITRATED	✓	✓	✓	✓
PHOTOCOPYING APPARATUS	✓	✓	✓	✓
PHOTOGRAPHIC (NOT CINE-) CAMERAS; PHOTOGRAPHIC FLASHLIGHT APPARATUS...	✓	✓	✓	✓
PHOTOGRAPHIC FILM IN ROLLS, INSTANT PRINT FILM IN ROLLS, UNEXPOSED	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
PHOTOGRAPHIC PAPER, PAPERBOARD AND TEXTILES, UNEXPOSED	✓	✓	✓	✓
PHOTOGRAPHIC PLATES, FILM, PAPERBOARD AND TEXTILES, EXPOSED BUT NOT DEVELOPED	✓	✓	✓	✓
PHOTOGRAPHIC PLATES..., INSTANT PRINT FLAT FILM, UNEXPOSED	✓	✓	✓	✓
PHOTOGRAPHIC PLATES..., EXPOSED AND DEVELOPED, (EXCL. CINEMATOGRAPH FILM)	✓	✓	✓	✓
PIANOS; HARPSICORDS AND OTHER KEYBOARD STRINGED INSTRUMENTS		✓	✓	
PICKLING PREPARATIONS FOR METAL SURFACES; SOLDERING... POWDERS; ETC	✓	✓	✓	✓
PIGMENTS USED FOR PAINT MAKING; STAMPING FOILS; DYES; FOR RETAIL SALE	✓	✓	✓	✓
PILE FABRICS (INCL. LONG PILE AND TERRY FABRICS), KNITTED OR CROCHETED		✓	✓	
PLAITS, ETC; PLAITING MATERIALS, ETC, WOVEN, IN SHEET FORM	✓	✓	✓	✓
PLANS AND DRAWINGS FOR ARCHITECTURAL ENGINEERING	✓	✓		
PLANTS AND PARTS OF PLANTS, OF A KIND USED IN PERFUMERY, PHARMACY... ETC	✓	✓		
PLATES, SHEETS, STRIP, RODS, ETC, OF VULCANIZED RUBBER (EXCL. HARD)	✓	✓	✓	✓
PLATES, STICKS, TIPS AND THE LIKE FOR TOOLS, UNMOUNTED, OF CERMETS	✓	✓		
PLATINUM, UNWROUGHT OR IN SEMI-MANUFACTURED FORMS, OR IN POWDER FORM	✓	✓		
PLYWOOD, VENEERED PANELS AND SIMILAR LAMINATED WOOD	✓	✓	✓	✓
POLISHES AND CREAMS, ETC, FOR FOOTWEAR, ETC, EXCLUDING WAXES OF 34.04	✓	✓	✓	✓
POLYAMIDES IN PRIMARY FORMS	✓	✓	✓	✓
POLYCARBOXYLIC ACIDS, ETC, THEIR... DERIVATIVES	✓	✓	✓	✓
POLYETHERS AND EPOXIDE RESINS; POLYESTERS, IN PRIMARY FORMS	✓	✓	✓	✓
POLYMERS OF ETHYLENE, IN PRIMARY FORMS	✓	✓	✓	✓
POLYMERS OF PROPYLENE OR OF OTHER OLEFINS, IN PRIMARY FORMS	✓	✓	✓	✓
POLYMERS OF STYRENE, IN PRIMARY FORMS	✓	✓	✓	✓
POLYMERS OF VINYL CHLORIDE AND HALOGENATED OLEFINS, IN PRIMARY FORMS	✓	✓	✓	✓
POLYMERS OF VINYL ESTERS; OTHER VINYL POLYMERS, IN PRIMARY FORMS	✓	✓	✓	✓
PORTABLE ELECTRIC LAMPS WORKED BY DRY BATTERIES, ACCUMULATORS, MAGNETOS	✓	✓	✓	✓
PORTLAND CEMENT, ALUMINOUS CEMENT, PERSULPHATE CEMENT, ETC	✓	✓	✓	✓
POTATOES, FRESH OR CHILLED	✓	✓	✓	✓
PREFABRICATED BUILDINGS	✓	✓	✓	✓
PREPARATIONS AND CHARGES FRO FIRE-EXTINGUISHERS	✓	✓	✓	✓
PREPARATIONS FOR ORAL OR DENTAL HYGIENE (INCL. DENTURE FIXATIVE)	✓	✓	✓	✓
PREPARATIONS FOR USE ON THE HAIR	✓	✓	✓	✓
PREPARATIONS OF A KIND USED IN ANIMAL FEEDING	✓	✓	✓	✓
PREPARED BINDERS FOR FOUNDRY MOULD OR CORES	✓	✓	✓	✓
PREPARED BINDERS; CHEMICAL PRODUCTS, NES; RESIDUAL PRODUCTS, NES	✓	✓	✓	✓
PREPARED CULTURE MEDIA FOR DEVELOPMENT OF MICRO-ORGANISMS	✓	✓	✓	✓
PREPARED DRIERS	✓			✓
PREPARED FOODS OF SWOLLEN OR ROASTED CEREALS, ETC	✓	✓	✓	✓
PREPARED GLUES AND ADHESIVES, NES; PRODUCTS AS GLUES FOR RETAIL SALE	✓	✓	✓	✓
PREPARED OR PRESERVED FISH; CAVIAR AND CAVIAR SUBSTITUTES	✓	✓	✓	✓
PREPARED PIGMENTS, OPACIFIERS... FOR CERAMICS, ETC; GLASS FRIT...	✓	✓	✓	✓
PREPARED UNRECORDED MEDIA FOR SOUND OR SIMILAR RECORDING	✓	✓	✓	✓
PRESSES, CRUSHERS, ETC, FOR MAKING WINE, CIDER, FRUIT JUICES, ETC	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
PRIMARY CELLS AND PRIMARY BATTERIES	✓	✓	✓	✓
PRINTED BOOKS, BROCHURES, LEAFLETS AND SIMILAR PRINTED MATTER	✓	✓	✓	✓
PRINTED CIRCUITS	✓	✓	✓	✓
PRINTED OR ILLUSTRATED POSTCARDS	✓	✓	✓	✓
PRINTING INK, WRITING OR DRAWING INK AND OTHER INKS	✓	✓	✓	✓
PRINTING MACHINERY; MACHINES FOR USES ANCILLARY TO PRINTING	✓	✓	✓	✓
PRODUCER GAS OR WATER GAS GENERATORS; ACETYLENE GAS GENERATORS, ETC	✓	✓	✓	✓
PRODUCTS OF THE DISTILLATION OF COAL TAR; SIMILAR PRODUCTS	✓	✓	✓	✓
PROPELLENT POWDERS	✓	✓		
PROVITAMINS AND VITAMINS, DERIVATIVES THEREOF USED AS VITAMINS, ETC	✓	✓	✓	✓
PUBLIC-TRANSPORT TYPE PASSENGER MOTOR VEHICLES	✓	✓	✓	✓
PULLEY TACKLE AND HOISTS; WINCHES AND CAPSTANS; JACKS	✓	✓	✓	✓
PULPS OF OTHER FIBROUS CELLULOSIC MATERIAL	✓	✓	✓	✓
PUMICE STONE; EMERY; NATURAL CORUNDUM, ETC, AND OTHER NATURAL ABRASIVES	✓	✓	✓	✓
PUMPS FOR LIQUIDS; LIQUID ELEVATORS	✓	✓	✓	✓
QUARTZ; QUARTZITE				✓
QUATERNARY AMMONIUM SALTS, ETC; LECITHINS AND OTHER PHOSPHOAMINOLIPIDS	✓	✓	✓	✓
QUICKLIME, SLAKED LIME AND HYDRAULIC LIME	✓	✓	✓	✓
QUILTED TEXTILE PRODUCTS IN THE PIECE COMPOSED OF ONE OR MORE LAYERS	✓	✓		
RADAR/RADIO NAVIGATIONAL AID APPARATUS AND REMOTE CONTROL APPARATUS	✓	✓	✓	✓
RADIATORS FOR CENTRAL HEATING... (NON-ELECTRIC) OF IRON OR STEEL	✓	✓	✓	✓
RADIOACTIVE CHEMICAL ELEMENTS/ISOTOPES AND THEIR COMPOUNDS, ETC	✓	✓	✓	✓
RADIO-COMMUNICATION/TELEVISION TRANSMISSION APPARATUS: TV CAMERAS	✓	✓	✓	✓
RAIL LOCOMOTIVES POWERED BY EXTERNAL ELECTRICITY OR ACCUMULATORS	✓	✓	✓	✓
RAILWAY OR TRAMWAY GOODS VANS AND WAGONS, NOT SELF-PROPELLED	✓	✓	✓	✓
RAILWAY OR TRAMWAY MAINTANANCE OR SERVICE VEHICLES	✓	✓	✓	✓
RAILWAY OR TRAMWAY TRACK FIXTURES AND FITTINGS, TRAFFIC CONTROL EQUIPMENT	✓	✓	✓	✓
RAILWAY TRACK CONSTRUCTION MATERIAL OF IRON OR STEEL	✓	✓	✓	✓
RAW FURSKINS (EXCL. RAW HIDES AND SKINS OF 41.01, 41.02 OR 41.03)	✓	✓	✓	✓
RAW HIDES AND SKINS OF BOVINE OR EQUINE ANIMALS, NOT TANNED	✓	✓	✓	✓
RAW SKINS OF SHEEP OR LAMBS, BUT NOT TANNED	✓	✓	✓	✓
RAZORS AND RAZOR BLADES (INCL. RAZOR BLADE BLANKS IN STRIPS)	✓	✓	✓	✓
REACTION INITIATORS, ACCELERATORS AND CATALYTIC PREPARATIONS, NES	✓	✓	✓	✓
RECEPTION APPARATUS FOR RADIO-BROADCASTING...	✓	✓	✓	✓
RECORDS, TAPES AND OTHER RECORDED MEDIA FOR SOUND	✓	✓	✓	✓
REFINED COPPER AND COPPER ALLOYS, UNWROUGHT	✓	✓	✓	✓
REFRACTORY BRICKS, BLOCKS, TILES... (EXCL. SILICEOUS FOSSIL MEAL/EARTH)	✓	✓	✓	✓
REFRACTORY CEMENTS,MORTAR, CONCRETES	✓	✓	✓	✓
REFRIGERATORS, FREEZERS, ETC; HEAT PUMPS (EXCL. AIR CONDITIONERS)	✓	✓	✓	✓
REGISTERS, ACCOUNT BOOKS, ETC; ALBUMS FOR SAMPLES, OF PAPER, PAPERBOARD	✓	✓	✓	✓
RESERVOIRS, TANKS (EXCL FOR GAS), OF IRON OR STEEL, > 300L	✓	✓	✓	✓
Residual products of the chemical or allied industries, not elsewhere spec			✓	✓

PRODUCTS	2003	2004	2005	2006
RESIDUALS FROM THE MANUFACTURE OF WOOD PULP			✓	✓
RESIDUES OF STARCH MANUFACTURE, BEET-PULP, ETC, BREWING DREGS AND WASTE	✓	✓	✓	✓
RETREADED OR USED PNEUMATIC TYRES OF RUBBER; SOLID TYRES..., OF RUBBER	✓	✓	✓	✓
REVOLUTION COUNTERS, ETC; SPEEDOMETERS AND TACHOMETERS; STROBESCOPIES	✓	✓	✓	✓
REVOLVERS AND PISTOL, OTHER THAN THOSE OF HEADING NO 93 03 OR 93 04	✓	✓	✓	✓
RICE	✓	✓	✓	✓
ROLLED IRON OR NON-ALLOY STEEL, <600MM WIDE, CLAD, PLATED OR COATED	✓	✓	✓	✓
ROLLED IRON OR NON-ALLOY STEEL, <600MM WIDE, NOT CLAD, PLATED OR COATED	✓	✓	✓	✓
ROLLED IRON OR NON-ALLOY STEEL, >=600MM WIDE, CLAD, PLATED OR COATED	✓	✓	✓	✓
ROOFING TILES, CHIMNEY-POTS... AND OTHER CERAMIC CONSTRUCTIONAL GOODS	✓	✓	✓	✓
ROOTS AND TUBERS WITH HIGH STARCH CONTENT, FRESH OR DRIED	✓	✓	✓	✓
ROSIN AND RESIN ACIDS AND DERIVATIVES; ROSIN SPIRIT AND OILS; RUN GUMS	✓	✓	✓	✓
RUBBER ACCELERATORS; PLASTICISERS, NES; ANTI-OXIDISING PREPARATIONS...	✓	✓	✓	✓
RUBBER THREAD AND CORD, TEXTILE COVERED; TEXTILE YARN, COVERED	✓	✓	✓	✓
RUBBERIZED TEXTILE FABRICS	✓	✓	✓	✓
RYE	✓	✓	✓	✓
SACKS AND BAGS, USED FOR PACKING GOODS	✓	✓	✓	✓
SADDLERY AND HARNESS FOR ANY ANIMAL	✓	✓	✓	✓
SAFETY FUSES	✓	✓	✓	✓
SAFETY GLASS, CONSISTING OF TOUGHENED (TEMPERED) OR LAMINATED GLASS	✓	✓	✓	✓
SALT/PURE SODIUM CHLORIDE WHETHER OR NOT CONT ANT-CAKING AGENTS; SEAWATER	✓	✓	✓	✓
SALTS OF OXOMETALLIC OR PEROXOMETALLIC ACIDS	✓	✓	✓	✓
SANITARY WARE AND PARTS THEREOF, OF IRON OR STEEL	✓	✓	✓	✓
SATURATED ACYCLIC MONOCARBOXYLIC ACIDS AND THEIR... DERIVATIVES	✓	✓	✓	✓
SAUCES AND SAUCE PREPARATIONS; MIXED CONDIMENTS AND SEASONINGS; MUSTARD	✓	✓	✓	✓
SAUSAGES	✓	✓	✓	✓
SCENT SPRAYS..., ETC; POWDER-PUFFS AND PADS FOR COSMETICS, ETC	✓	✓	✓	✓
SCISSORS, TAILOR'S SHEARS, AND BLADES THEREOF	✓	✓	✓	✓
SCREWS, BOLTS, NUTS, COACH-SCREWS, SCREW BOOKS... OF IRON OR STEEL	✓	✓	✓	✓
SEATS, OTHER THAN THOSE OF 94.02, AND PARTS THEREOF	✓	✓	✓	✓
SEAWEEDS, ALGAE, SUGAR BEET AND CANE; VEGETABLE PRODUCTS, NES	✓	✓	✓	✓
SEEDS OF ANISE, BADIAN, FENNEL, CORIANDER, CUMIN, CARAWAY OR JUNIPER	✓	✓	✓	✓
SEEDS, FRUITS AND SPORES, OF A KIND USED FOR SOWING	✓	✓	✓	✓
SELF-ADHESIVE PLATES, FOIL, TAPE, STRIP... OF PLASTICS	✓	✓	✓	✓
SELF-PROPELLED BULLDOZERS, ANGLEDZERS, GRADERS, LEVELLERS, ETC	✓	✓	✓	✓
SELF-PROPELLED RAILWAY OR TRAMWAY COACHES, VANS AND TRUCKS	✓	✓	✓	✓
SEMI-FINISHED PRODUCTS OF IRON OR NON-ALLOY STEEL	✓	✓	✓	✓
SETTS, CURBSTONES AND FLAGSTONES, OF NATURAL STONE	✓	✓	✓	✓
SEWING MACHINES; FURNITURE, BASES AND COVERS; SEWING MACHINE NEEDLES	✓	✓	✓	✓
SEWING NEEDLES, KNITTING NEEDLES, BODKINS... OF IRON OR STEEL, NES	✓	✓	✓	✓
SEWING THREAD OF MAN-MADE FILAMENTS	✓	✓	✓	✓
SEWING THREAD OF MAN-MADE STAPLE FIBRES	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
SHAVERS AND HAIR CLIPPERS WITH SELF-CONTAINED ELECTRIC MOTOR	✓	✓	✓	✓
SHAVING PREPARATIONS, PERSONAL DEODORANTS, ETC, NES; ROOM DEODORIZERS	✓	✓	✓	✓
SHAWLS, SCARVES, MUFFLERS, MANTILLAS, VEILS AND THE LIKE	✓	✓	✓	✓
SHEET PILING OF IRON OR STEEL; WELDED ANGLES, ETC, OF IRON OR STEEL	✓	✓	✓	✓
SIGN-PLATES, NAME PLATES, ETC OF BASE METAL EXCL HEADING 9403	✓	✓	✓	✓
SILICATES; COMMERCIAL ALKALI METAL SILICATES	✓	✓	✓	✓
SILICEOUS FOSSIL MEALS	✓	✓	✓	✓
SILICONES IN PRIMARY FORMS	✓	✓	✓	✓
SISAL, ETC, RAW OR PROCESSED BUT NOT SPUN; TOW AND WASTE OF THESE FIBRES	✓			
SKINS AND OTHER PARTS OF BIRDS WITH THEIR FEATHERS	✓	✓	✓	
SKINS AND OTHER PARTS OF BIRDS, FEATHERS AND DOWN	✓	✓	✓	✓
SLAG WOOL, ROCK WOOL...; EXFOLLATED VERMICULITE, EXPANDED CLAYS...	✓	✓	✓	✓
SLATES AND BOARDS, WITH WRITING OR DRAWING, SURFACES	✓	✓	✓	✓
SLIDE FASTENERS AND PARTS THEREOF	✓	✓	✓	✓
SMOKING PIPES AND CIGAR OR CIGARETTE HOLDERS, AND PARTS THEREOF	✓	✓	✓	✓
SOAP: ORGANIC SURFACE-ACTIVE PRODUCTS IN BARS, ETC; PAPER WITH SOAP,ETC	✓	✓	✓	✓
SOLDERING, BRAZING, WELDING AND HOT METAL SPRAYING MACHINES/APPARATUS	✓	✓	✓	✓
SOUPS... AND PREPARATIONS THEREFOR; HOMOGENIZED COMPOSITE FOODS		✓	✓	✓
SOYA BEANS	✓	✓	✓	✓
SPARK-IGNITION RECIPROCATING/ROTARY INTERNAL COMBUSTION PISTON ENGINES	✓	✓	✓	✓
SPECIAL PURPOSE MOTOR VEHICLES (EG CRANE, FIRE-FIGHTING, ETC, VEHICLES)	✓	✓	✓	✓
SPECTACLES, GOGGLES AND THE LIKE, CORRECTIVE, PROTECTIVE OR OTHER	✓	✓	✓	✓
SPOONS, FORKS, LADLES, SKIMMERS, CAKE-SERVERS... OR TABLEWARE	✓	✓	✓	✓
SPRINGS AND LEAVES FOR SPRINGS, OF IRON OR STEEL	✓	✓	✓	✓
STAINLESS STEEL IN INGOTS OR OTHER PRIMARY FORMS, SEMI-PRODUCTS THEREOF	✓	✓	✓	✓
STARCHES AND INULIN	✓	✓	✓	✓
STATUETTES AND OTHER ORNAMENTAL CERAMIC ARTICLES	✓	✓	✓	✓
STEAM TURBINES AND OTHER VAPOUR TURBINES	✓	✓	✓	✓
STEAM... BOILERS (EXCL. CENTRAL HEATING...); SUPER-HEATED WATER BOILERS	✓	✓	✓	✓
STOPPERS, CAPS AND LIDS, CAPSULES FOR BOTTLES... OF BASE METAL	✓	✓	✓	✓
STOVES, RANGES, GRATES, COOKERS, ETC, (NON-ELECTRIC) OF IRON OR STEEL	✓	✓	✓	✓
STRANDED WIRE, CABLES, PLATED BANDS AND THE LIKE, OF COPPER	✓	✓	✓	✓
STRANDED WIRE, CABLES... OF ALUMINIUM, NOT ELECTRICALLY INSULATED	✓	✓	✓	✓
STRANDED WIRE, CABLES... OF IRON OR STEEL, NOT ELECTICALLY INSULATED			✓	
SUGAR CHEMICALLY PURE	✓	✓	✓	✓
SUGAR CONFECTIONERY (INCL. WHITE CHOCOLATE), NOT CONTAINING COCOA	✓	✓	✓	✓
SULPHATES; ALUMS; PEROXOSULPHATES (PERSULPHATES)	✓	✓	✓	✓
SULPHATES; THIOSULPHATES				
SULPHIDES OF NON-METALS;COMMERCIAL PHOSPHORUS TRISULPHIDE				✓
SULPHIDES; POLYSULPHIDES	✓	✓	✓	
SULPHONAMIDES		✓		
SULPHONATED, NITRATED OR NITROSATED DERIVATIVES OF HYDROCARBONS			✓	✓

PRODUCTS	2003	2004	2005	2006
SULPHUR OF ALL KINDS, OTHER THAN SUBLIMED SULPHUR, PRECIPITATED & COLLOIDAL	✓	✓		
SULPHURIC ACID; OLEUM	✓	✓	✓	✓
SUNFLOWER SEEDS	✓	✓	✓	✓
SUNFLOWER-SEED, SAFFLOWER OR COTTON-SEED OIL AND THEIR FRACTIONS	✓	✓	✓	✓
SURVEYING, HYDROGRAPHIC, OCEANOGRAPHIC... INSTRUMENTS/APPLIANCES, NES			✓	
SWORDS, CUTLASSES, BAYONETS, LANCES AND SIMILAR ARMS AND PARTS			✓	
SYNTHETIC FILAMENT TOW	✓	✓	✓	✓
SYNTHETIC FILAMENT YARN, NPRS (INCL. SYNTHETIC MONOFILAMENT)	✓	✓	✓	✓
SYNTHETIC MONOFILAMENT; STRIP AND THE LIKE		✓	✓	✓
SYNTHETIC ORGANIC AND INORGANIC TANNING SUBSTANCES; TANNING PREPARATIONS	✓	✓	✓	✓
SYNTHETIC ORGANIC COLOURING MATTER AND PREPARATIONS AND PRODUCTS	✓	✓	✓	✓
SYNTHETIC RUBBER DERIVED FROM OILS, IN PRIMARY FORMS OR IN PLATES, ETC	✓	✓	✓	✓
SYNTHETIC STAPLE FIBRES, NOT CARDED, COMBED OR PROCESSED FOR SPINNING		✓	✓	✓
TABLE, KITCHEN OR HOUSEHOLD ARTICLES AND PARTS THEREOF OF IRON OR STEEL	✓	✓	✓	✓
TABLE, KITCHEN, HOUSEHOLD AND SANITARY ARTICLES... OF COPPER	✓	✓	✓	✓
TABLE, KITCHEN, HOUSEHOLD AND SANITARY ARTICLES... OF ALUMINIUM	✓	✓	✓	✓
TABLEWARE AND KITCHENWEAR, OF WOOD	✓	✓	✓	✓
TABLEWARE, KITCHENWARE... AND TOILET ARTICLES, OF PLASTICS	✓	✓	✓	✓
TABLEWARE, KITCHENWARE, OTHER HOUSEHOLD ARTICLES, OF PORCELAIN OR CHINA	✓	✓	✓	✓
TAILORS' DUMMIES, OTHER ANIMATED DISPLAYS USED FOR SHOP WINDOW DRESSING			✓	
TALL OIL, WHETHER OR NOT REFINED	✓			
TANKS AND OTHER ARMoured FIGHTING VEHICLES	✓	✓	✓	✓
TANKS, CASKS, DRUMS, CANS... (EXCL. FOR GAS) OF IRON OR STEEL, <300 L	✓	✓	✓	✓
TANNED OR DRESSED FURSKINS (EXCL. 43.03)			✓	
TANNING EXTRACTS OF VEGETABLE ORIGIN; TANNINS AND OTHER DERIVATIVES		✓	✓	
TAPIOCA AND SUBSTANCES FROM STARCH	✓	✓	✓	✓
TAPS, COCKS, VALVES AND SIMILAR APPLIANCES FOR PIPES, BOILER SHELLS...	✓	✓	✓	✓
TARPAULINS, ETC; TENTS; SAILS; CAMPING EQUIPMENT	✓	✓	✓	✓
TEA	✓	✓	✓	✓
TELEVISION RECEIVERS (INCL. VIDEO MONITORS AND VIDEO PROJECTORS)	✓	✓	✓	✓
TERRY TOWELLING AND SIMILAR WOVEN TERRY FABRICS; TUFTED TEXTILE FABRICS	✓	✓	✓	✓
TEXTILE FABRICS IMPREGNATED, COATED, COVERED OR LAMINATED WITH PLASTICS	✓	✓	✓	✓
TEXTILE FABRICS, GUM-COATED; PREPARED PAINTING CANVAS, ETC	✓	✓		✓
TEXTILE HOPEPIPING AND SIMILAR TEXTILE TUBING	✓	✓	✓	✓
TEXTILE PRODUCTS AND ARTICLES, FOR TECHNICAL USES, SPECIFIED IN NOTE 7	✓	✓	✓	✓
TEXTILE WICKS, WOVEN PLAITED OR KNITTED FOR LAMPS, STOVES ETC	✓	✓	✓	✓
THERMIONIC, COLD CATHODE OR PHOTOCATHODE VALVES AND TUBES	✓	✓	✓	✓
TIES, BOW TIES AND CRAVATS	✓	✓	✓	✓
TIME OF DAY RECORDING APPARATUS AND APPARATUS FOR INDICATING TIME			✓	
TIME SWITCHES WITH CLOCK OR WATCH MOVEMENT OR WITH SYNCHRONOUS MOTOR			✓	
TIN FOIL WHETHER OR NOT PRINTED OR BACKED WITH PAPER < 0.2MM	✓	✓	✓	✓
TIN PLATES, SHEETS AND STRIP OF THICKNESS > 0.2MM	✓	✓		

PRODUCTS	2003	2004	2005	2006
TIN TUBES, PIPES OR PIPE FITTINGS	✓	✓		
TITANIUM AND ARTICLES THEREOF (INCL. WASTE AND SCRAP)			✓	
TITANIUM ORES		✓	✓	✓
TITANIUM OXIDES	✓	✓	✓	✓
TOILET OR FACIAL TISSUE STOCK	✓	✓	✓	✓
TOILET PAPER..., BED SHEETS, ETC, ARTICLES OF CLOTHING, OF PAPER...	✓	✓	✓	✓
TOMATOES PREPARED OR PRESERVED OTHERWISE THAN BY VINEGAR OR ACETIC ACID	✓	✓	✓	✓
TOMATOES, FRESH OR CHILLED.		✓		
TOOLS FOR WORKING IN THE HAND, PNEUMATIC OR WITH NON-ELECTRIC MOTOR	✓	✓	✓	✓
TOOLS OF TWO OR MORE OF HEAD 8202 TO 8205, PUT UP IN SETS FO RETAIL SALE	✓	✓	✓	✓
TOOLS, TOOL BODIES, BROOM OR BRUSH BODIES...OF WOOD	✓	✓	✓	✓
TRACK SUITS, SKI SUITS AND SWIMWEAR; OTHER THAN GARMENTS	✓	✓	✓	✓
TRACK-SUITS, SKI-SUITS AND SWIMWEAR, KNITTED OR CROCHETED	✓	✓	✓	✓
TRACTORS (EXCL. TRACTORS OF 87.09)	✓	✓	✓	✓
TRAILERS AND SEMI-TRAILERS; OTHER VEHICLES, NOT MACHANICALLY PROPELLED	✓	✓	✓	✓
TRANSFERS (DECALCOMANIAS)	✓	✓	✓	✓
TRANSMISSION OR CONVEYOR BELTS	✓	✓	✓	✓
TRANSMISSION SHAFTS AND CRANKS; BEARING HOUSINGS; GEARS...; FLYWHEELS...	✓	✓	✓	✓
TRUE HEMP, NOT SPUN; TOWAND WASTE OF TRUE HEMP (INCL. YARN WASTE...)		✓	✓	✓
TRUNKS, SUIT-CASES...; HANDBAGS... AND SIMILAR ITEMS OF LEATHER, ETC	✓	✓	✓	✓
T-SHIRTS, SINGLETS AND OTHER VESTS, KNITTED OR CROCHETED	✓	✓	✓	✓
TUBE OR PIPE FITTINGS OF IRON OR STEEL	✓	✓	✓	✓
TUBES, PIPES AND HOLLOW PROFILES, OF CAST IRON	✓	✓	✓	✓
TUBES, PIPES AND HOLLOW PROFILES, SEAMLESS, OF IRON (EXCL. CAST), STEEL	✓	✓	✓	✓
TUBES, PIPES AND HOSES, AND FITTINGS THEREFOR, OF PLASTICS	✓	✓	✓	✓
TUBES, PIPES AND HOSES, OF VULCANIZED RUBBER (EXCL. HARD)	✓	✓	✓	✓
TULLES AND OTHER NET FABRICS; LACE IN PIECE, IN STRIPS OR INMOTIFS	✓	✓	✓	✓
TURBO-JETS, TURBO-PROPELLERS AND OTHER GAS TURBINES	✓	✓	✓	✓
TURNTABLES, RECORD-PLAYERS, CASSETTE-PLAYERS, ETC, UNABLE TO RECORD	✓	✓		✓
TWINE, CORDAGE, ROPE AND CABLES	✓	✓	✓	✓
TYPEWRITER OR SIMILAR RIBBONS INKED OR OTHERWISE PREPARED: INK-PADS		✓	✓	
TYPEWRITERS AND WORD-PROCESSING MACHINES	✓	✓	✓	✓
TYRE CORD FABRIC OF HIGH TENACITY YARN OF NYLON, ETC	✓	✓	✓	✓
UMBRELLAS, SUN UMBRELLAS, GARDEN UMBRELLAS	✓	✓	✓	✓
UNCOATED KRAFT PAPER AND PAPERBOARD, IN ROLLS OR SHEETS (EXCL. 48.02+03)	✓	✓	✓	✓
UNCOATED PAPER..., FOR WRITING... IN ROLLS OR SHEETS; HAND-MADE PAPER...	✓	✓	✓	✓
UNDENATURED ETHYL ALCOHOL OF AN ALCOHOLIC STRENGTH <80% SPIRITS, ETC	✓	✓	✓	✓
UNGLAZED CERAMIC FLAGS, PAVING, HEARTH OR WALL TILES; MOZAIC CUBES, ETC			✓	✓
UNMANUFACTURED TOBACCO: TOBACCO REFUSE	✓	✓	✓	✓
UNMANUFACTURED TOBACCO: TOBACCO REFUSE			✓	
UNROASTED IRON PYRITES	✓	✓	✓	✓
UNSATURATED ACYCLIC, CYCLIC MONOCARBOXYLIC ACIDS, THEIR... DERIVATIVES				

PRODUCTS	2003	2004	2005	2006
UNUSED POSTED, REVENUE OR STAMPS	✓	✓	✓	✓
UNWROUGHT ALUMINIUM	✓	✓	✓	✓
UNWROUGHT LEAD	✓	✓		✓
UNWROUGHT TIN	✓	✓	✓	✓
UNWROUGHT ZINC	✓	✓	✓	✓
USED OR NEW RAGS, SCRAP TWINE, CORDAGE, ROPE AND CABLES OF TEXTILES	✓	✓	✓	✓
VACUUM FLASKS AND OTHER VACUUM VESSELS			✓	
VANILLA			✓	✓
VEGETABLE ALKALOIDS AND THEIR SALTS, ETHERS, ESTERS AND DERIVATIVES	✓	✓		
VEGETABLE MATERIALS OF A KIND USED PRIMARILY FOR PLAITING	✓	✓	✓	✓
VEGETABLE MATERIALS USED PRIMARILY IN BROOMS OR IN BRUSHES	✓	✓		
VEGETABLE MATERIALS, WASTE, RESIDUES, ETC, USED IN ANIMAL FEEDING			✓	
VEGETABLE PARCHMENT, GREASEPROOF PAPERS, ETC, IN ROLLS OR SHEETS	✓	✓	✓	✓
VEGETABLE PRODUCTS NOT ELSEWHERE SPECIFIED OR INCLUDED		✓		
VEGETABLE SAPS AND EXTRACTS DERIVED FROM VEGETABLE PRODUCTS	✓	✓	✓	✓
VEGETABLE WAXES (EXCL. TRIGLYCERIDES), BEESWAX, OTHER INSECT WAXES	✓			✓
VEGETABLES PROVISIONALLY PRESERVED, NOT FOR IMMEDIATE CONSUMPTION	✓	✓	✓	✓
VEGETABLES, FROZEN	✓	✓	✓	✓
VEGETABLES, FRUIT, ETC, PRESERVED BY VINEGAR OR ACETIC ACID	✓	✓	✓	✓
VEGETABLES, FRUIT, NUTS, PRESERVED BY SUGAR	✓	✓	✓	✓
VENEER SHEETS AND SHEETS FOR PLYWOOD, ETC, ≤6MM THICK	✓	✓		
VERMOUTH AND OTHER WINE OF FRESH GRAPES, FLAVOURED		✓		✓
VESSELS AND OTHER FLOATING STRUCTURES			✓	
VIDEO RECORDING OR REPRODUCING APPARATUS	✓	✓	✓	✓
VINEGAR AND SUBSTITUTES FOR VINEGAR FROM ACETIC ACID	✓	✓	✓	✓
VULCANISED RUBBER THREAT AND CORD	✓	✓		✓
WADDING OF TEXTILE MATERIALS AND ARTICLES THEREOF; TEXTILE FIBRES, ≤5MM	✓	✓	✓	✓
WADDING, GAUZE, ETC WITH PHARMACEUTICAL SUBSTANCES OR FOR RETAIL SALE	✓	✓	✓	✓
WALKING STICKS, SEAT-STICKS WHIPS, RIDING CROPS ETC		✓	✓	✓
WALLPAPER AND SIMILAR WALL COVERINGS; WINDOW TRANSPARENCIES OF PAPER		✓	✓	✓
Warp knit fabrics (including those made on galloon knitting machines), oth			✓	✓
WASTE (INCL. NOILS, YARN WASTE AND GARNETTED STOCK), OF MAN-MADE FIBRES	✓			
WASTE AND SCRAP OF PAPER OR PAPERBOARD	✓	✓	✓	✓
WASTE AND SCRAP OF PRECIOUS METAL OR OF METAL CLAD WITH PRECIOUS METAL			✓	
WASTE AND SCRAP OF PRIMARY CELLS AND THE LIKE	✓	✓	✓	✓
WASTE, PARINGS AND SCRAP, OF PLASTICS	✓		✓	
WATCH CASES AND PARTS THEREOF	✓	✓	✓	✓
WATCH MOVEMENTS, COMPLETE AND ASSEMBLED			✓	
WATERPROOF FOOTWEAR...	✓	✓	✓	✓
WATERS (INCL. MINERAL AND AERATED), WITH ADDED SUGAR...(INCL. SWEETENED)	✓	✓	✓	✓
WATERS, (INCL. MINERAL WATERS AND AERATED WATERS); ICE AND SNOW	✓	✓	✓	✓
WEAVING MACHINES (LOOMS)	✓			✓

PRODUCTS	2003	2004	2005	2006
WEIGHING MACHINERY: WEIGHING MACHINE WEIGHTS OF ALL KINDS	✓	✓	✓	✓
WHEAT AND MESLIN	✓	✓	✓	✓
WHEAT OR MESLIN FLOUR	✓	✓	✓	✓
WHEELED TOYS DESIGNED TO BE RIDDEN BY CHILDREN: TRICYCLES, SCOOTERS ETC			✓	
WHEY AND OTHER NATURAL MILK CONSTITUENTS, NES	✓	✓	✓	✓
WIGS, FALSE BEARDS, EYEBROWS AND EYELASHES, ETC; HUMAN HAIR, NES		✓		
WINE OF FRESH GRAPES, (INCL. FORTIFIED WINES); OTHER GRAPE MUST	✓	✓	✓	✓
WIRE OF IRON OR NON-ALLOY STEEL	✓	✓	✓	✓
WIRE OF OTHER ALLOY STEEL	✓	✓	✓	✓
WIRE OF STAINLESS STEEL	✓	✓	✓	✓
WIRE, RODS... ELECTRODES OF BASE METAL, FLUX-COATED OR CORED, ETC	✓	✓	✓	✓
WOMAN'S OR GIRLS' OVERCOATS AND SIMILAR ARTICLES, KNITTED OR CROCHETED	✓	✓	✓	✓
WOMAN'S OR GIRLS' OVERCOATS, AND SIMILAR ARTICLES	✓	✓	✓	✓
WOMEN'S OR GIRLS' BLOUSES, ETC, KNITTED OR CROCHETED	✓	✓	✓	✓
WOMEN'S OR GIRLS' BLOUSES, SHIRTS AND SHIRT-BLOUSES	✓	✓	✓	✓
WOMEN'S OR GIRLS' PANTIES AND SIMILAR ARTICLES, KNITTED OR CROCHETED	✓	✓	✓	✓
WOMEN'S OR GIRLS' SLIPS, PETTICOATS, NIGHTDRESSES, PYJAMAS, ETC	✓	✓	✓	✓
WOMEN'S OR GIRLS' SUITS, ENSEMBLES, ETC, KNITTED OR CROCHETED	✓	✓	✓	✓
WOMEN'S OR GIRLS' SUITS, ENSEMBLES, JACKETS, DRESSES, SKIRTS, ETC	✓	✓	✓	✓
WOOD CHARCOAL WHETHER OR NOT AGGLOMERATED	✓	✓	✓	✓
WOOD IN THE ROUGH OR ROUGHLY SQUARED	✓	✓	✓	✓
WOOD MARQUETRY, INLAID WOOD; CASKETS OF WOOD; ORNAMENTS OF WOOD	✓	✓	✓	✓
WOOD TAR; WOOD TAR OILS;	✓		✓	
WOOD, CONTINUOUSLY SHAPED ALONG ANY OF ITS EDGES OR FACES	✓		✓	✓
WOODEN FRAMES FOR PAINTINGS, PHOTOGRAPHS ETC	✓	✓	✓	✓
WOOL GREASE AND FATTY SUBSTANCES DERIVED THEREFROM (INCL. LANOLIN)	✓	✓	✓	✓
WOOL, NOT CARDED OR COMBED			✓	
WORKED IVORY, BONE, TORTOISE-SHELL... AND ARTICLES THEREOF			✓	
WORKED MICA AND ARTICLES OF MICA	✓	✓	✓	✓
WORKED MONUMENTAL/BUILDING STONE: MOSAIC CUBES; GRANULES, CHIPPINGS...	✓	✓	✓	✓
WORKED SLATE	✓	✓	✓	✓
WORKED VEGETABLE OR MINERAL CARVING MATERIAL, ARTICLES OF WAX ETC			✓	
WORKS TRUCKS, SELF-PROPELLED, NOT FITTED WITH LIFTING... EQUIPMENT	✓	✓	✓	✓
WORN CLOTHING	✓	✓	✓	✓
WOVEN COTTON FABRICS WITH MAN-MADE FIBRES AND <85% COTTON, ≤200G/M2	✓		✓	✓
WOVEN FABRICS AND YARN, WITH/WITHOUT ACCESSORY FOR RUGS, TAPESTRIES	✓	✓	✓	✓
WOVEN FABRICS OF ≥85% SYNTHETIC STAPLE FIBRES		✓	✓	✓
WOVEN FABRICS OF ARTIFICIAL STAPLE FIBRES	✓	✓	✓	✓
WOVEN FABRICS OF CARDED WOOL OR OF CARDED FINE ANIMAL HAIR	✓	✓	✓	✓
WOVEN FABRICS OF COTTON, WITH ≥85% COTTON, ≥200G/M2		✓	✓	✓
WOVEN FABRICS OF COTTON, WITH ≥85% COTTON, BUT <200G/M2	✓	✓	✓	✓
WOVEN FABRICS OF FLAX	✓	✓	✓	✓

PRODUCTS	2003	2004	2005	2006
WOVEN FABRICS OF FLAX		✓	✓	✓
WOVEN FABRICS OF JUTE OR OF OTHER TEXTILE BAST FIBRES, OF 53.03	✓			
WOVEN FABRICS OF METAL THREAD USED IN APPAREL	✓		✓	
WOVEN FABRICS OF OTHER VEGETABLE TEXTILE FIBRES;WOVEN FABRICSO F PAPER YARN	✓	✓		
WOVEN FABRICS OF SILK OR OF SILK WASTE		✓	✓	✓
WOVEN FABRICS OF SYNTHETIC FILAMENT YARN	✓	✓	✓	✓
WOVEN FABRICS, <85% SYNTHETIC FIBRES, MIXED WITH COTTON, >170G/M2		✓		✓
WOVEN FABRICS, <85% SYNTHETIC STAPLE FIBRES, WITH COTTON, =<170G/M2	✓	✓	✓	✓
WOVEN PILE FABRICS AND CHENILLE FABRICS, NES	✓	✓		
WRIST-WATCHES, POCKET-WATCHES, ETC, (EXCL. OF PRECIOUS METAL)			✓	
WRIST-WATCHES, POCKET-WATCHES, ETC, OF PRECIOUS METAL	✓	✓	✓	✓
YACHTS AND OTHER VESSELS FOR PLEASURE OR SPORTS; ROWING BOATS AND CANOES	✓	✓	✓	✓
YARN OF ARTIFICIAL STAPLE FIBRES, NOT PUT UP FOR RETAIL SALE			✓	
YARN OF JUTE OR OF OTHER TEXTILE BAST FIBRES OF 53.03		✓		
YARN OF OTHER VEGETABLE TEXTILE FIBRES; PAPER YARN		✓		
YARN OF SYNTHETIC STAPLE FIBRES, NOT PUT UP FOR RETAIL SALE	✓	✓	✓	✓
YARN OF WOOL OR OF FINE ANIMAL HAIR, PUT UP FOR RETAIL SALE :	✓	✓	✓	✓
YEASTS; OTHER SINGLE-CELL MICRO-ORGANISMS, DEAD; PREPARED BAKING POWDERS	✓	✓	✓	✓
ZINC BARS, RODS, PROFILES AND WIRE	✓	✓	✓	✓
ZINC DUST, POWDERS AND FLAKES		✓		
ZINC OXIDE	✓	✓	✓	✓
ZINC PLATES, SHEETS, STRIP AND FOIL	✓	✓	✓	✓
ZINC TUBES, PIPES AND TUBE OR PIPE FITTINGS		✓	✓	
ZIRCONIUM AND ARTICLES THEREOF (INCL. WASTE AND SCRAP)		✓	✓	

Appendix 5: A summary on the procedures and requirements for import facilitation

1. Tax Incentive offered includes:

- Favourable capital allowances are deducted when ascertaining the taxable income for income tax purposes.
- A reasonable corporate income tax rate of 30% is charged to entities. However the reduced rate of 25% is charged to newly listed companies with Dar es Salaam Stock Exchange with at least 30% of equity share issued to the public.
- The VAT Standard rate is 20% and 0% for export supplies.
- Raw materials, agricultural equipment and inputs, capital goods and computers are import duty free.
- There is VAT Special Relief on capital goods.
- Bank deposit interest earned by non-residents is exempt from income tax.
- Import duty payable on imported inputs used for production of goods for export is refundable.

2. Board of External Trade

REQUIREMENTS FOR IMPORTATION OF FOOD PRODUCTS FOR EXHIBITION

- i) Registration of importer and food products to be imported;
- ii) Application for importation by filling the relevant forms with prescribed information;
- iii) Food must pass through a port of entry indicated in the form;
- iv) Inspection of the food at the port of entry by the inspector who may release, detain or recommend re-export;
- v) Regular laboratory analysis to check compliance;
- vi) Health certificate from a food regulatory agency and a certificate of analysis;
- vii) The remaining shelf life of non-perishable food should be more than six months by the time it arrives at the port of entry;
- viii) Foods found non-complying to specification at the port of entry shall be re-exported to the country of origin at the expense of the importer;
- ix) Promotional materials need approval by TFDA to prevent misleading information directed to the consumers;
- x) Unregistered food products are not allowed to be sold to consumers;
- xi) All Exhibitors for food products must have exhibition permit from TFDA

IMPORTATION OF PHARMACEUTICALS FOR EXHIBITION

The importer has to be a:-

- i. Registered pharmaceutical manufacturer;
- ii. Registered pharmaceutical wholesale dealer;
- iii. Government department e.g. MSD or approved Non-government health facilities (NGO's);
- iv. Authorized person/organization that conduct clinical trials in the country and has an ethical clearance certificate;
- v. Person authorized to import drugs for special conditions as exhibitions;
- vi. The importer has to submit an application for importation of exhibit pharmaceuticals to the Director General of TDFA together with a Proforma Invoice. The Proforma Invoice should indicate the type and amount of pharmaceutical products to be imported for exhibition. All

- the imported pharmaceuticals MUST be the registered by the TDFA or given special approval for exhibitions;
- vii. The Proforma and the supporting documents will be scrutinized and if found that they meet all the requirement as specified in the Guideline for importation, they will be approved. A certificate of official approval to import will then be granted;
 - viii. A drug inspector must inspect each consignment of drug upon arrival at the port of entry, before being released;
 - ix. Pharmaceutical products for exhibitions should not be sold and must be written "NOT FOR SALE" or "SAMPLES FOR PROMOTION" on the pack;
 - x. Promotion material to be used during exhibition must be submitted to TFDA for approval at least two (2) weeks before exhibition. No fee is charged.

PROCEDURES FOR SELL OF GOODS DURING THE FAIR (FOREIGNERS)

Foreigners who intend to sell their goods should follow the following procedure:

- i. Submit a request to Tanzania Revenue Authority (TRA) Office – Samora or Temeke Branches showing value of goods imported together with the expected sales proceeds.
- ii. Pay Stamp Duty deposit to TRA at a rate of Tshs. 40/= for each Tshs. 1,000/= (0.04%).
- iii. Ensure that after payments of stamp duty deposit cash sale books and receipt books are endorsed by TRA Regional Revenue Officers indicating that Stamp Duty has been paid.
- iv. Make sure that the endorsed cash sale or receipts are issued to customers upon sale.
- v. At the end of exhibition liaise with Regional Revenue Officer for stamp duty adjustment. Note that the above procedure can be done by the Clearing and Forwarding Agents on Exhibitors behalf.

PROCEDURES FOR SELL OF GOODS DURING THE FAIR (LOCALS)

- i. Local exhibitors who are registered under VAT must ensure that they issue Tax Invoices or receipts to customers generated from Electronic Cash Registers. At the same time those who have Stamp Duty Composition Agreement should issue receipts or cash sales accordingly.
- ii. For local exhibitors who are neither registered under VAT nor under Stamp Duty Composition Agreement should comply as for procures for foreigners above.
- iii. TRA officers will all the time visit the trade fair to examine tax compliance. In case you need further information contact them in their offices located in BET's premises.

3. Import Procedures

Business licence

An importer is required to have a valid business licence in order to conduct any business; such a licence is obtained from the city/town council. The licence is valid for one year.

Import Permit

An importer has to obtain Import Declaration Form (IDF) from her Bankers. This serves like an import licence. This form is sold at US \$ 10. Some products require special clearance/approval from relevant authority for certain sensitive products e.g. drugs, firearms, etc. Therefore an importer has to ensure that such permissions are obtained.

Import documentation/processing

As a first step an importer receives from a supplier an invoice and bill of lading.

Then the following movements;

a) Produce copy of an import declaration form.

Other requirements: -

Payment of 1.2% of FOB value must be paid to pre-shipment Inspection Company for goods worth US \$ 5,000 and above. There are some exceptions for some goods e.g. gold, art, military equipment, and personal effects.

b) Securing important documents/process;

1. Obtain a Tax Assessment Notice (TAN) from PSI companies/ Customs office
2. Pay assessed fees at a commercial bank as per TAN
3. Obtain bill of lading from a shipping agent (if not yet obtained)
4. Obtain Delivery and Disposal Order (D&DO) from Tanzania Harbours Authority
5. Obtain acknowledgement from customs that all necessary documents have been lodged
6. Checking by customs officials on documents, import declaration forms, bill of lading, commercial invoice, CRF, TAN, pay-in-slip, ocean freight certificate, parking list, disposal order of Tanzania Harbours Authority (THA)

c) Obtain assessment of charges from THA, customs Wharfage, storage and handling fees. Make payments.

Release of goods

- Customs officers will physically inspect goods and then issue a Release Order.
- The importer takes the Release Order to THA where a gate pass is issued for taking out the goods.

CUSTOMS NOTICE ON NEW PROCEDURES FOR PAYMENT OF DUTY AND TAXES ON PSI CONSIGNMENTS

As from 1st November 2000, payment of duty and taxes on PSI consignments shall be made according to the following procedures:

1. On receiving a request for an SBE from the importer, the Inspection Agent (IA) shall give three copies of the SBE printed on non-security paper. For ease of identity this printout shall be stamped "Tax Assessment Notice" (TAN).
2. The importer shall go to the relevant bank and pay the assessed duties and taxes.
3. The bank shall stamp the three copies of TAN and give one copy back to the importer along with a receipt of payment.
4. The importer shall return to IA and present the stamped copy and the bank receipt.
5. The IA shall keep the stamped copy and a copy of the receipt for their record and issue to the importer an SBE printed on security paper.
6. The importer shall use the SBE printed on security paper for clearance of good as usual.
7. Twice a day the IA shall collect one of the copies retained by the bank for bank reconciliation.

8. The IA shall issue two daily reports to the Tanzania Revenue Authority (TRA), one with the list of TANS issued to importers and one with a list of paid up SBEs
9. Once weekly the IA shall issue to the TRA a report with a list of TANS for which no payment has been made.

NOTE: Planning is an important prerequisite for the attainment of quick results.

Appendix 6: Scope of the assignment

SOUTH AFRICAN INTERNATIONAL BUSINESS LINKAGES PROGRAMME (SAIBL)

SCOPE OF WORK FOR MARKET RESEARCH AND BUSINESS OPPORTUNITIES IN TANZANIA

PROMOTION OF EXPORTS OF SOUTH AFRICA HISTORICALLY DISADVANTAGED ENTERPRISES TO THE REGION

BACKGROUND

The South African International Business Linkages (SAIBL) is a SME sector support programme of the United States Agency for International Development (USAID), contracted to Corporate Council for Africa (CCA), and sub-contracted to *ECIAfrica Consulting (Pty) Ltd.* as its partner to run the project in South Africa. The purpose of the SAIBL programme is to build the capacity and competitiveness of historically disadvantaged, small and medium South African enterprises, through trade and investment partnerships with domestic, regional and international companies.

The SAIBL Project has 4 key components:

- a) Promoting and facilitating business linkages through procurement and supply chain activities between Black Economic Empowerment (BEE) enterprises and local corporations.
- b) Market development, market information, matchmaking and international exposure support for BEE enterprises aimed at increasing the number of BEE exporters and export trade.
- c) Capacity building through technical assistance, training, business advice.
- d) Partnership development and leverage aimed at improving the opportunities, resources and business environment for BEE enterprises.

The SAIBL TRADE programme is responsible for component 1(b), that is, increasing the number of historically disadvantaged enterprises (HDEs) to regional, African and international (primarily US) markets. The principal strategy and methodology to promote South African HDEs exports is a demand-driven approach to identifying, facilitating, and ultimately fostering commercially viable cross border business transactions. The main area and focus of support from SAIBL TRADE has therefore been to South African HDEs exporting goods in the mining and manufacturing sectors.

PURPOSE

Market research and information is a critical component to establish the demand and possible opportunities for South African products and services and to identify potential buyers of South African products. The purpose of this market research is to identify and assess market and investment opportunities for South African small and medium enterprises. This study should focus on identifying current, emerging and other service sector opportunities for South African HDEs. This should include the identification of key growth sectors in the economy, an assessment of current and potential goods and services being imported by Tanzanian firms, import procedures, and contacts for doing business in Tanzania.

Should opportunities exist, we would be keen to facilitate networking and matchmaking of our South African clients with Tanzanian businesses.

APPROACH

The SAIBL Regional Trade Specialist and SAIBL Trade Development Specialist will provide support to the Local Consultant and focus on identification of sector opportunities from national data and development plans, key informant interviews, and consolidation of the final report.

The Local Consultant will be responsible for:

6. Identification and motivation of sectors with growth potential and opportunities for South African small and medium enterprises, focusing on both goods and services
7. Identification of major Tanzanian importers, retailers, businesses and where they source goods and services
8. Identification of relevant legal and regulatory requirements for importation of products and services in Tanzania
9. Identification of relevant contacts and institutions to assist in trade facilitation and investment opportunities
10. Report incorporating the above information

DELIVERABLES

A final report should be submitted to SAIBL no later than April 23 2007. The report will include information and analysis on opportunities for South African HDEs to export goods and services, contact details for Tanzanian companies and businesses for matchmaking opportunities, and legal and regulatory requirements for importation of identified goods and services.

LEVEL OF EFFORT

The Local Consultant will have a level of effort of 20 working days. Key qualifications should include trade and export development, trade facilitation, market research and analysis. The Consultant should have a good network in the private and public sector.

INSTITUTIONAL SUPPORT

The Local Consultant will have the support of the SAIBL Regional Trade Specialist and the SAIBL Trade Development Specialist based in Johannesburg. This will include a full briefing on SAIBL and existing clients ready for export.

Appendix 7 (a): List of Importers visited and the products/services imported

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
1.	ABC GENRAL SUPPLIES CO. LTD	Spare Parts	Juma Manager	P.O. Box Dar es Salaam Tel: 022-2184148/755 636636	<ul style="list-style-type: none"> Spare parts Tyres 	<ul style="list-style-type: none"> Spare parts
2.	AFRICARRIER LTD	Selling Cars	Mohamed Sales Manager	P.O. Box 5998 Dar es Salaam Tel:022-868018/8603000 Email: africarriers@yahoo.com	<ul style="list-style-type: none"> Toyota Hyundai Jeep 	<ul style="list-style-type: none"> Mercedes Benz Jeep
3.	AFRICATIC LTD	Services Cars	Mark Kaseko Sale Manager	P.O. Box 4851 Dar es Salaam Tel:022-2863215/0093/754434158 Fax: 022-2862783 Email: africatic@cats-net.com Mark_kaseko@hotmail.com	<ul style="list-style-type: none"> Light Duty trucks Min Bus Spare parts Tractors 	-
4.	AGLEX COMPANY LTD	Radio Calls	Alex Mutiganzi Managing Director	P.O. Box 9818 Dar es Salaam Tel:022-2700069 Fax: 022-2700108 Email: radiocalls@aglexcompany.com Web: www.aglexcompany.com	<ul style="list-style-type: none"> Radio calls Telephones systems Solar energy equipment 	<ul style="list-style-type: none"> Need more information from ECIAfrica
5.	AK'S LIMITED	Quality & Executive Men's wear & accessories	Mukesh V. Kanabar Director	P.O. Box 1450 Dar es Salaam Tel:022-2130741/2116631 Email: aks@ctvsalcom.net	<ul style="list-style-type: none"> Men's wear and Accessories 	<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact
6.	AL MASOOD AUTO PARTS	Oil Field Equipments & Auto parts	Abdul R.M. Masood Manager	P.O. Box 20396 Dar es Salaam Tel: 022-2181068/713200000 Fax: 022-2181068 Email: almastz@hotmail.com	<ul style="list-style-type: none"> Heavy duty Machinery Oil field equipment Auto parts 	<ul style="list-style-type: none"> Auto parts
7.	AL SHAAF BARGAIN CENTRE LTD	Refrigerators & Air condition	Wally Murtaza R. Manager	P.O. Box 1931 Dar es Salaam Tel: 022-2700516 Fax: 022-2113002 Email: abc@raha.com Web: www.alshaaf.com	<ul style="list-style-type: none"> Refrigerators Air conditions 	<ul style="list-style-type: none"> Need more information from ECIAfrica
8.	ALAF	Production of aluminium equipment & tanks		P.O. Box Dar es Salaam Tel: 022-2844442	<ul style="list-style-type: none"> Coils – steel Zinc ingots Hydrochloric acid 	<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact
9.	ALFA COMPUTER TECHNOLOGY LTD	Computer Hardware and Software	Naresh Director	P.O. Box Dar es Salaam Tel:022-2134389 Email: alpha@cats-net.com	<ul style="list-style-type: none"> Computer Hardware and Software 	
10.	ALLEN SPARE PARTS	Selling Spare parts	Mr. Rashid Sellers	P.O. Box 3080 Dar es Salaam Tel: 022-2216803 Email: allen@raha.com	<ul style="list-style-type: none"> Motor vehicles spare parts 	
11.	ALUMINIUM CITY	Aluminium and Hardware	Anil Sahin Chief Operation Officer	P.O. Box Dar es Salaam	<ul style="list-style-type: none"> Aluminium 	-

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
				Tel:022-2861060-2 Fax: 022-2860088	<ul style="list-style-type: none"> Hardware 	
12.	AMNET BOOKS LTD	Bookshop	Tauhida S. Rashid Sales Manager	P.O. Box 20533 Dar es Salaam Tel: 022-2184094 Email: amnetbook@yahoo.com	<ul style="list-style-type: none"> Dictionary – Oxford Kamusi ya Kiswahili Mathematics syllabus – secondary primary & university books Civics 	
13.	ANGEL COSMETIC LTD	Cosmetic seller	Miriam Marketing Manager	P.O. Box 2517 Dar es Salaam Tel: 022-2865340 Email: angle@raha.com	<ul style="list-style-type: none"> All cosmetics and hair dressing materials 	<ul style="list-style-type: none"> Soap, organic-active agents
14.	BAHARI FOOD LTD	Processing	Mahindi Operation Manager	P.O. Box 3978 Dar es Salaam Tel: 022-2701715 Email: info.naturesbounlytz.com	<ul style="list-style-type: none"> Making cold rooms Computers Fishing nets 	
15.	BESAM LTD	Lock Seller	Mr. Kralala Sales Manager	P.O. Box 7931 Dar es Salaam Tel: 022-2018171 Email: bessam@raha.com	<ul style="list-style-type: none"> Lock- car & house lock House security Selling of satellite dish 	
16.	BHESANIA TRADING CO (T) LTD	Motor cycle parts & Accessories	Noel Simba Lema Branch Manager	P.O. Box 6746 Dar es Salaam Tel:22-2180684/754301777/784414608 Fax: 022-2180684 Email: btc@yahoo.com	<ul style="list-style-type: none"> Cars Motorcycle parts 	<ul style="list-style-type: none"> Need more information from ECIAfrica
17.	BNC (BN) COMPANY LTD	General Aluminium Tools & Accessories	Sales manager	P.O. Box 34370 Dar es Salaam Tel: 022-2772565 Email: bnc@ud.co.tz	<ul style="list-style-type: none"> Aluminium doors Windows Partition, Showcases Ceiling M.D.F Board & gypsum board 	<ul style="list-style-type: none"> Need more information from ECIAfrica
18.	BUHESI DEALERS CO. LTD	Mining	W. A. Magezi Partner	P.O. Box 371 Mererani – Arusha Tel: 07540509179	<ul style="list-style-type: none"> Buying and selling Gemstones 	<ul style="list-style-type: none"> Marketing services/joint venture (capital, markets & professional advice) Cutting machines
19.	BUSHIRI WOOD WORKS & BUILDING MATERIALS	Wood	Mr. M. Ansem Marketing Manager	P.O. Box 30120 Dar es Salaam Tel: 022-2118130/2 Email: bushir@raha.com Web: www.bushwoods.com	<ul style="list-style-type: none"> Tiles Doors 	<ul style="list-style-type: none"> Tiles and doors (wood and artifices of wood)
20.	C. TILES LIMITED	Manufactures & tiles- Cement, tarezo	Narendra Assistant Manager	P.O. Box 397 Dar es Salaam Tel: 022-2866431/2 Email: ctiles@alico.co.tz	Tiles	<ul style="list-style-type: none"> Any products related to manufacturing Tiles Need more information from ECIAfrica
21.	CAMARTEC	Industry, Manufacture Research	W.M. Baltani Director	P.O. Box 764 Arusha Tel: 027-2553214/0754402336 Email: camartec@yahoo.com wmbaltani@yahoo.com	<ul style="list-style-type: none"> Stainless steel sheets (5mm-3mm) Structure steels Building materials (ceiling boards, metal roofing tiles) Hand and power tools Electrical cables & fittings 	<ul style="list-style-type: none"> Stainless steel sheets (5mm-3mm) Structure construction steels Hand & power tools Joint venture in manufacturing of trailers & 3 wheeled light vehicles

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
22.	CELLO INDUSTRIES (T) LTD	Manufacturing of Plastic house hold/furniture	Kelan Managing Director	P.O. Box 19689 Dar es Salaam Tel:022-2862625/787065400 Email: celloitz@boil.co.tz	<ul style="list-style-type: none"> Raw material s. polymers 	<ul style="list-style-type: none"> Raw material s. polymers
23.	CFAO D.T. DOBIE (T)	Car Services & Auto Parts	Sales Manager	P.O. Box 40798 Dar es Salaam Tel: 022-2861040-7 Fax: 022-2865129 Email: sales@did-cfao.co.tz	<ul style="list-style-type: none"> Cars Auto Parts 	
24.	CHEMOIL (T) LTD	Oil	Faraugh A. Director	P.O. Box 7608 Dar es Salaam Tel:022-2135500/754319452 Email: fbaqhozah@hotmail.com	<ul style="list-style-type: none"> Oil Lubricant 	<ul style="list-style-type: none"> Need more information from ECIAfrica
25.	CKFL	Manufacturing	Dishah Director	P.O. Box 2137 Dar es Salaam Tel: 022-2771581	<ul style="list-style-type: none"> Chemicals: organic & industrials- hydrogen 	
26.	CLASSIS TOURS AND SAFARIS CO. LTD	Tourism	Nachan Hussein General Manager	P.O. Box 7302 Arusha Tel: 027-2508448-51/0754264375 Email: info@classictours.com Web: www.theclassictours.com	<ul style="list-style-type: none"> Vehicles (Toyota) Spares parts Camping gear Marketing Communications Tyres 	<ul style="list-style-type: none"> Depend on quality price and availability
27.	COAST MILLERS LTD	Manufacturing of wheat flours	Hussein Assistant Manager	P.O. Box 4267 Dar es Salaam Tel: 022-2114406 Email: cml.nyati@ctrst.com		-
28.	COLLAGE INSTRUMENTS & TECHNOLOGY LTD	Computers Hardware & Software	Hilda Mhanga Sales Coordinator	P.O. Box 72132 Dar es Salaam Tel:022-2123291/784774468 Fax: 022-2123291 Email: info@citi.co.tz	<ul style="list-style-type: none"> Computers Hardware & Software Machinery Lab Equipments 	<ul style="list-style-type: none"> Need more information from ECIAfrica
29.	COLOUR PRINT	Printing Different Equipment & Formulating Image	Safder Khimji Director	P.O. Box 76006 Dar es Salaam Tel: 022-2450331/2450845/02 Email: cpl@cats-net.com Web: www.colourprint-tz.com	Printing colours	<ul style="list-style-type: none"> Printing colours Need more information from ECIAfrica
30.	COMPUTER CENTRE (T) LTD	Computer Hardware and Software	Coiza William Sales Executive	P.O. Box 1961 Dar es Salaam Tel:022-2117790/2127700 Email: chiza@cctz.co.tz Web: www.cctz.com	<ul style="list-style-type: none"> networking (LAN/WAN) Maintenance services Software support Integration services Pre/post sales technical consultancy Data security services Internet/VPN solutions Disaster recovery services 	<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact
31.	COMPUTER CONNECTION LTD	Computer Hardware and Software		P.O. Box 5588 Dar es Salaam Tel:022-2127751	<ul style="list-style-type: none"> Computer Hardware and Software 	-
32.	COMPUTER WORLD (T) LTD	Computer Hardware and Software	Mohamed Shaloo Director	P.O. Box 4220 Dar es Salaam Tel:022-2122008/218049150	<ul style="list-style-type: none"> Computer Hardware and Software 	<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
				Email: sales@compworld.net Web: www.compworld.net		
33.	CONSTRUCTION EQUIPMENT AFRICA LTD	Sales & service of new Quality pre-owned Construction. Mining & Power Generation equipment	Carlos Hans Leopold Workshop Supervisor	P.O. Box 40083 Dar es Salaam Tel: 022-2866310/2864385 Email: mudassar@equipment.com	Tractors Generators	<ul style="list-style-type: none"> Need more information from ECIAfrica
34.	CSI CONSTRUCTION 1997 LTD	Building Contractor	Felix Molere Admin. Officer	P.O. Box 10795 Dar es Salaam Tel: 022-2844100 Email: construction@coastal.com	<ul style="list-style-type: none"> Caterpillar Vibrator Cables 	<ul style="list-style-type: none"> Caterpillars Cables
35.	CSI ENGINEERING COMPANY LTD	Steel Production & Engineering	Adelina General Manager's Secretary	P.O. Box 10795 Dar es Salaam Tel: 022-2844080/6/8 Email: rupin@rajan-group.com	-	-
36.	DADDY'S CLASSIC WEAR	Clothes	Daddy Manager	P.O. Box 9126 Dar es Salaam Tel: 022-2100712.6 Email: daddys@afsal.tz Web: www.daddys.org	<ul style="list-style-type: none"> Imported clothes-Trousers, T-shirts & foot wear 	<ul style="list-style-type: none"> Foot wear, Getters & past of such articles
37.	DAR ES SALAAM WATER SUPPLY & SEWERAGE AUTHORITY	Water & Sewerage Services	T. Machumu Procurement manager	P.O. Box 1573 Dar es Salaam Tel: 022-2760015/06/2762524 Email: machumut@dawasa.co.tz	<ul style="list-style-type: none"> Pipes and fittings-plastic & steel Motor vehicles Electrical equipments water treatment equipments and accessories 	
38.	DAVIS AND SHIRTLEFF	Engine pumps, bore whole, solar, pool equipment	Grace Sales Manager	P.O. Box Dar es Salaam Tel: 022-2112515/6 Fax: 022-2112513 Email: office@tzydayliff.com	<ul style="list-style-type: none"> Generator Engine pumps Bore whole pumps Solar Swimming pool equipment 	<ul style="list-style-type: none"> Need more information from ECIAfrica
39.	DESKTOP PRODUCTIONS LTD	Graphic Design & Printing	Philamena	P.O. Box 20936 Dar es Salaam Te: 022-2772802-4 Fax: 022-2772807		
40.	E'MARK	Home Equipment	Murtaza Assistant Manager	P.O. Box Dar es Salaam Tel: 255-784786919	<ul style="list-style-type: none"> Home theatre TV and Video Air condition Home appliance 	<ul style="list-style-type: none"> Need more information from ECIAfrica
41.	EEZEE WALK	Sandals and Women wear	Zahree A. A. Merchant Manager	Dar es Salaam Tel: 022-2774613/787053169 Email: eezeewalk@yahoo.com	<ul style="list-style-type: none"> Women wears 	<ul style="list-style-type: none"> Women wears
42.	ELECTRONIC TECHNOLOGIES	Computer Accessories	Katongo Nkhata Sale Representative	P.O. Box 31078 Dar es Salaam Tel: 022-2127536 Email: katongo_nkhata@yahoo.com	<ul style="list-style-type: none"> Computer Accessories & Software 	<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact
43.	ELITE COMPUTERS (T) LTD	Computer Software	Elizabeth Bisendo Secretary	P.O. Box 38263 Dar es Salaam Tel: 022-2150663/2153085 Email: elitetan@raha.com	<ul style="list-style-type: none"> Computer Hardware and Software 	<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact
44.	EXCO	Oil	Chiwa Machage Lubricant Engineer	P.O. Box 7424 Dar es Salaam Tel: 022-2125603/4/754882727	<ul style="list-style-type: none"> Oil Lubricant 	<ul style="list-style-type: none"> Need more information from ECIAfrica

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
				Fax: 022-2125630 Email: chiwa.machange@excooil.com		
45.	FK MOTORS LTD	Selling Motor vehicles, cars, Tractors	Mehboob Karmali CEO/Resident Director	P.O. Box 6385 Dar es Salaam Tel: 022-2865684/5/2863930 Email: fk@cats-net.com	Cars Tractors Motor Vehicles	<ul style="list-style-type: none"> • Car equipments (auto parts) • Tyres
46.	FM INDUSTRIES LTD	Manufacturing	Mr. Kadji Public Relations Officer	P.O. Box 75181 Dar es Salaam Tel: 022-2117695 Email: fm@industrial.com Web: www.fmindustrial.com	<ul style="list-style-type: none"> • Iron and steel products- scrapers and other chemicals • Chloride • Aluminium • Potassium • Safety chemicals 	<ul style="list-style-type: none"> • Iron and Steel • Miscellaneous chemical products
47.	G & B SOAP INDUSTRIES LTD	Manufacturing	Mr. Ramshi Sales Manager	P.O. Box 21290 Dar es Salaam Tel: 022-2183983 Email: cooperateimage@raha.com Web: www.cooperateimage.com	<ul style="list-style-type: none"> • Soap materials and other chemicals 	
48.	GAHANI (T) LTD	Car Accessories	Gadhai Manager	P.O. Box 79002 Dar es Salaam Tel: 022-2181158/2185622/754479980 Email: gahani@africaonline.com	<ul style="list-style-type: none"> • Car accessories 	-
49.	GENERAL MOTORS INVESTMENT	Seller of Cars, Generators, Motor vehicles	Khalifan Ally Sales Executive	P.O. Box 16541 Dar es Salaam Tel: 022-2865022/2862661 Fax: 022-2862667 Email: khalfan@gmi.tz.com	Cars Generators Motor vehicles Auto parts	<ul style="list-style-type: none"> • Need more information from ECIAfrica
50.	GITRAC COMPUTERS	Services-Computers (sales & repair)	Fred Maleko Director	P.O. Box Dar es Salaam Tel: 255 755398715	<ul style="list-style-type: none"> • Computers • Accessories 	<ul style="list-style-type: none"> • Computers • Accessories
51.	GM CLASSIL WEAR LTD	Clothes	Mr. Mehamba Sales Manager	P.O. Box 96942 Dar es Salaam Tel: 022-2236167	<ul style="list-style-type: none"> • clothier- (T-shirts, ladies wear and children wear) 	
52.	GOLD PAINTS (T) LTD	Colour Paint	Albert Manager	P.O. Box 909 Dar es Salaam Tel: 022-2181540 Fax: 022-2181592	<ul style="list-style-type: none"> • Colour paints 	-
53.	GPP EURO PRINTING & PACKING LTD	Printing& Packing	Zuheri General Manager	P.O. Box 58 Dar es Salaam Tel: 022-2772618/2772638 Fax: 022-2772654		<ul style="list-style-type: none"> • Need more information from ECIAfrica
54.	HASKIN FAMILY COMPANY	Selling Spare parts	Hassan Manager	P.O. Box 5285 Dar es Salaam Tel: 022-1001247 Email: Haskin@yahoo.com	<ul style="list-style-type: none"> • Motor vehicles spare parts 	
55.	HORIZONS INVESTMENTS LTD	Network installation	Rameen Manager	P.O. Box 15301 Dar es Salaam Tel: 022-7322501 Email: horizon@afsat.co.tz Web: www.horizons.co.tz	<ul style="list-style-type: none"> • Satellite dish • Digital camera • Selling of Network cables 	<ul style="list-style-type: none"> • Satellite dish • Network systems
56.	HOTEL KARIBU	Hotel	D. Diceha Administrator	P.O. Box 20200 Dar es Salaam	<ul style="list-style-type: none"> • Linen & materials • Air conditions (split unit, Chiko 	<ul style="list-style-type: none"> • Groceries • Linen & materials

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
				Tel:022-2601767/9/713577555 Email: karibu@afsat.com d.karibu@afsat.com Web: www.karibu.com	made) • Television sets	• Uniform • Kitchen equipments for the Hotel
57.	HP SHOP & CANON CITY	Computer Hardware and Software	Kassimu Manager	P.O. Box 6599 Dar es Salaam Tel:022-2124677/8 Email: sales@hpsho.co.tz Web: www.hpshop.co.tz	• Desktops & Works stations • Laptops • Handheld devices & PDAs • Inkjet & LaserJet printers • Cartridges • Toners	• Need more information from ECIAfrica and Contact
58.	I PRINT	Printing services	Leyla Ahmed Sales Executive	P.O. Box 10009 Dar es Salaam Tel: 022-2863466	• T-shirts, caps, posters, ABS board, exhibition displays etc	
59.	IMAGE MASTERS	Printing & Painting	Naima Manager	P.O. Box Dar es Salaam Tel:022-2151527/713088000 Fax: 022-2151526 Email: imagemasters@raha.com	• Painting & painting equipment	• Need more information from ECIAfrica
60.	IMAGINATION COMPUTER CENTRE	Computer Hardware and Software		P.O. Box 10152 Dar es Salaam Tel:022-2117598/2119405 Email: sales@imagination.co.tz Web: www.imagination.co.tz	• Computer Hardware and Software	• Need more information from ECIAfrica and Contact
61.	IMPALA HOTEL	Hotel	Mr. Laisser Ole Mattasia General Manager	P.O. Box 7302 Arusha Tel: 027-2508448-51/0784564377 Email: impala@cybemet.co.tz Web: www.impalahotel.com	• Hotel & office furniture, stationery • Linen • TV & sound system • Soaps & detergents • Beverages, food stuffs • Maintenance • Security • Marketing • Electrical fittings • Cut lery & crockery, kitchen equipments • Laundry	• Golf course equipment, can consider buying other items depending on price & quality
62.	INFOSYS (T) LTD	Computer Hardware and Software		P.O. Box Dar es Salaam Tel:022-2121300 Email: sales@infosys.co.tz Web: www.infosys.co.tz	• Computer Hardware and Software	• Need more information from ECIAfrica and Contact
63.	ISA LTD	Industrials	Mr. Kim Marketing Manager	P.O. Box 79042 Dar es Salaam Tel: 022-2860851/2 Email: isa@extradeltd.co	• Filters, Bearings, Hose fitting	• Filters • Bearing • Hose fittings
64.	JJ MIN MARKET	Min Market	Sandipu Manager	P.O. Box 878 Mwanza Tel: 028-2500469	• Drinks, cosmetics, toiletries, canned food and drinks mixed glossers	• Drinks, cosmetics, toiletries, canned food and drinks mixed glossers
65.	KIBO PALACE HOTEL	Hotel	D. Kimonge House Technician	P.O. Box 2523 Arusha Tel: 027954472/0786157307 Email: info@kibopalace.com	• Hotel & office furniture • Mattresses • Linen, tissues, Soap & detergents • Paint	• Depends on quality, price and speed of delivery

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
				Web: www.kibopalacehotel.com	<ul style="list-style-type: none"> Plumbing fittings Office mach. stationery, cutlery & crockery Food stuffs, juices & sauces, auditing, marketing 	
66.	KIOO LTD	Manufacturing (Glasses glassware	Mr. Remtulla General Manager	P.O. Box 9273 Dar es Salaam Tel: 022-2860190-4		<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact
67.	LAKHAN BUILDING MATERIALS CO. LTD	Selling-Building materials	Mr. Hamidu Marketing Manager	P.O. Box 11751 Dar es Salaam Tel: 022-2570125/7 Email: lankhan@afsat.com Web: www.lankhancentre.com	<ul style="list-style-type: none"> Gypsum board Solar power Tiles Sink Electrical switch 	<ul style="list-style-type: none"> Glass & glassware
68.	LASHEYA INVESTMENT CO. LTD	Building materials	Norvert	P.O. Box 60740 Dar es Salaam Tel: 255-755400766 Fax: 022-2184355 Email: saba@raha.com	<ul style="list-style-type: none"> Tiles Bricks 	<ul style="list-style-type: none"> Any products (quality & price)
69.	LUZINGA HARDWARE CO. LTD	Building materials	Mr. Yazida Sales / Accountant	P.O. Box 8123 Dar es Salaam Tel: 022-2376218 Email: lizinga@yahoo.com Web: www.luzinga.info	<ul style="list-style-type: none"> Building and electrical materials (solar power etc) 	<ul style="list-style-type: none"> Electrical machines equipment
70.	MAEZEKI COMPANY LTD	Hiring	Gwandimi Branch Manager	P.O. Box 33268 Dar es Salaam Tel: 022-2700218	<ul style="list-style-type: none"> Tents Decorations (flowers) 	
71.	MANSOOR INDUSTRIES LTD	Petroleum Products	Altaf Dogo Director	P.O. Box 2860 Mwanza Tel: 028-2500283	<ul style="list-style-type: none"> Petrol Diesel Kerosene Lubricants (oil) Grease 	<ul style="list-style-type: none"> Lubricants oil Grease
72.	MANTRAC	Construction equipment		P.O. Box 9262 Dar es Salaam Tel: 022-2860160-2	<ul style="list-style-type: none"> Caterpillar, Machines, Tractors 	<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact
73.	MARANGO LTD	Construction	Aliagar Kassam Director	P.O. Box 20370 Dar es Salaam Tel: 022-2843288/9 Email: kassam@cats-net.com	<ul style="list-style-type: none"> Chip board Soft board Furniture accessories 	<ul style="list-style-type: none"> Need more information from ECIAfrica
74.	MARKET LEADER LTD	Tropical Aluminium & Glass Industries Ltd	Genievive M. Cubero Executive Assistant	P.O. Box 32527 Dar es Salaam Tel: 022-2139745/8/211848 Fax: 022-2111288 Email: malek@africaonline.co.tz genievive75@yahoo.com	<ul style="list-style-type: none"> West point Computers Philips Computers Other Sundries 	<ul style="list-style-type: none"> Need more information from ECIAfrica
	MASHAFI ELECTONICS AND HARDWARE	Building materials	A. Mashafi General Manager	P.O. Box 1422 Dar es Salaam Tel: 022-2110890	<ul style="list-style-type: none"> Hardware (chip boards, electrical wires, bulbs) 	
75.	MAXONS PAPER CONVERTERS LTD	Paper Convert	Thecla Manager's Secretary	P.O. Box 20444 Dar es Salaam Tel: 022-2450383 Email: maxons@cats-net.com	<ul style="list-style-type: none"> Lora 	<ul style="list-style-type: none"> Need more information from ECIAfrica

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
				Web: www.maxons.org		
76.	MAYFAIR PLAZA (LOGISTICS)	Furniture & Air Conditioners	Mohamed Ali Manager	P.O. Box 2330 Dar es Salaam Tel: 022-2774000/10 Fax: 022-2774620 Email: ali@irmanet.com	<ul style="list-style-type: none"> Furniture Air conditioner Refrigerators 	<ul style="list-style-type: none"> Need more information from ECIAfrica
77.	MAZIBA FURNITURE	Furniture Mart	Robert John Director	P.O. Box 2714 Mwanza Tel: 028 2541309/0754740000 Email: muchomistry@yahoo.com	<ul style="list-style-type: none"> officer/Home furniture; Air conditions, toys, learn and teaching materials, baby cradles. TV, DVD, etc. 	<ul style="list-style-type: none"> Furniture, baby toys, beds, electronics
78.	MBEZI BEACH RESORT HOTEL	Hotel	Wilfred Mshana General Manager	P.O. Box 22185 Dar es Salaam	<ul style="list-style-type: none"> Conference facilities Kitchen equipments 	<ul style="list-style-type: none"> Any with good quality
79.	MBEZI TILES	Building Materials	Steven M. Manager	P.O. Box 22180 Dar es Salaam Tel: 022-2650395/6	<ul style="list-style-type: none"> Colour pigment Tiles Bricks 	-
80.	METAL PRODUCTS LTD	Manufacturing (Building Materials)	Ashock General Manager	P.O. Box 2332 Dar es Salaam Tel: 022-2864490	<ul style="list-style-type: none"> Steel Aluminium Styropor 	<ul style="list-style-type: none"> Need more information from ECIAfrica
81.	MFI OFFICER SOLUTION	Office Equipment	Salim Vindhani Logistic & Purchasing Manager	P.O. Box 3444 Dar es Salaam Tel: 022/2182602/2627 Fax: 022-2182619 Email: salim@dar.mfios.com	<ul style="list-style-type: none"> Office Equipment 	<ul style="list-style-type: none"> Need more information from ECIAfrica
82.	MITSUMIN COMPUTER GARAGE	Computer Hardware and Software		P.O. Box Dar es Salaam Tel: 022-2152920 Email: sales@mitsuminnet.com	<ul style="list-style-type: none"> Computer Hardware and Software 	<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact
83.	MOTO POA	Production	Consolata	P.O. Box 76633 Dar es Salaam Tel: 022-2180309 Fax: 022-2701010 Email: molopoa@bol.co.tz	<ul style="list-style-type: none"> Ethanol Stoves 	<ul style="list-style-type: none"> Ethanol
84.	MUFINDI PAPER MILL LTD	Manufacturing (Paper Products)	C.S. Rao Marketing Manager	P.O. Box 6306 Dar es Salaam Tel: 022-2863571/754683115 Fax: 022-2863570 Email: csr@mufindipaper.co.tz	<ul style="list-style-type: none"> Paper materials Crane Lift C. Belts 	<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact
85.	MUKWAMO INDUSTRIES (T) LTD	Food and Domestic	R. Chauhan General Manager	P.O. Box 39862 Dar es Salaam Tel: 022-2865261/787900692 Fax: 022-2180684 Email: chauhan@mukwanolz.com Web: www.mukwamo.com	<ul style="list-style-type: none"> Detergents Preventatives Plastic materials 	<ul style="list-style-type: none"> Need more information from ECIAfrica
86.	MUKWAMO OIL PRODUCTION LTD	Cooking oil products	Hassan General Manager	P.O. Box 39862 Dar es Salaam Tel: 022-2865253 Email: marketing@mukwamo.tz.com	<ul style="list-style-type: none"> Oil products 	-
87.	MURZAH OIL MILLS	Oil Manufacture	CH. Lakshmi Narayana General Manager	P.O. Box 2339 Dar es Salaam Tel: 022-2846288/89/98/784769944 Fax: 022-2843290	<ul style="list-style-type: none"> Oil Products 	<ul style="list-style-type: none"> Oil products

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
				Email: korie@raha.com Dr.chi.korie@raha.com		
88.	MURZAH OIL MILLS LTD	Food and Domestic	Imran Haroowd Director	P.O. Box 2339 Dar es Salaam Tel:22-2180684/754301777/784414608 Fax: 022-2180684 Email: blc@yahoo.com	<ul style="list-style-type: none"> • Soap organic materials • Plastic materials 	<ul style="list-style-type: none"> • Soap organic materials • Plastic materials
89.	MWIZA FAMILIY LTD	Women wear & accessories	Suzy Manager	P.O. Box Dar es Salaam Tel: 255 755684844	<ul style="list-style-type: none"> • Women wear and accessories 	
90.	NAMPAK TANZANIA LTD	Manufacturing	Anthony B. Rweyemamu Procurement manager	P.O. Box 618 Dar es Salaam Tel:022-2864251-4/756247788 Fax: 022-2863853 Email: smthonyr@nsmprsk.co.tz Web: www.nampak.com	<ul style="list-style-type: none"> • Whites prints • Vanish Lacquer • Silver Coat • Overprint 	<ul style="list-style-type: none"> • Need more information from ECIAfrica and Contact
91.	NANDHARA ENGINEERING & CONSTRUCTION LTD	Construction	Mr. Nimesh General Manager	P.O. Box 1512 Dar es Salaam Tel: 022-2865526 Email: nandhara@raha.com	<ul style="list-style-type: none"> • Building materials • Road constructions equipments 	<ul style="list-style-type: none"> • Building materials • Road construction equipments
92.	NATIONAL DEVELOPMENT CORPORATION	Investment	Mr. Mwakibolwa Acting Managing Director	P.O. Box 2669 Dar es Salaam Tel:022-2111460/3 Email: ndc@cats-net.com Web: www.ndctz.com	<ul style="list-style-type: none"> • Initiate, develop a guide implementation of commercially viable projects with partnership with the private sector 	-
93.	NEWAGE COMPUTERS & TECHNICAL SERVICES	Electronics /ITC (agent- import thro others but pays through the bank)	C. Swai Managing Director	P.O. Box 75709 Dar es Salaam Tel:022-2117008/787746338 Email: eswai@yahoo.co.uk	<ul style="list-style-type: none"> • PAS Equipment • Computer equipments 	<ul style="list-style-type: none"> • Computing / electronics products but compete with Dubai Items price (purchase price & shipping costs) & quality MECR computers from SA did not work properly
94.	NOREMCO CONSTRUCTION	Construction	Mr. Tobias Workshop Manager	P.O. Box 23287 Dar es Salaam Tel: 022-266540	<ul style="list-style-type: none"> • Tiles • Glass • Caterpillars • Motor vehicles 	<ul style="list-style-type: none"> • Any materials according to the customer requirement
95.	OMAR PACKING CO. LTD	Plastic Packages	Mr. Davis Manager	P.O. Box 2517 Dar es Salaam Tel: 022-28611/6 Email: azama@raha.com		-
96.	ORANGE COMPUTER	Computer Hardware and Software		P.O. Box 77555 Dar es Salaam Tel:022-2116123/4 Email: sales@orange.co.tz	<ul style="list-style-type: none"> • Computer Hardware and Software 	<ul style="list-style-type: none"> • Need more information from ECIAfrica and Contact
97.	ORCHARD COMPUTERS LTD	Sales Computers	Samji Sales Manager	P.O. Box Dar es Salaam Tel:022-2110568/69	<ul style="list-style-type: none"> • Computers • Computer Hardware & Software 	<ul style="list-style-type: none"> • Need more information from ECIAfrica
98.	OZENDI FURNITURE (T) LTD	Furniture seller	Sahin Bozdog Director	P.O. Box 95071 Dar es Salaam Tel:022-701558/754468413/758429871 Email: shnbzdog44@yahoo.com	<ul style="list-style-type: none"> • Furniture 	<ul style="list-style-type: none"> • Furniture
99.	PAN AFRICA ENTERPRISES LTD	Mattresses manufacturing	Mohamed Noorudilin	P.O. Box 21207		<ul style="list-style-type: none"> • Chemical cloth

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
			Director	Dar es Salaam Tel:022-2860310/2860720 Email: panafrica@bol.co.tz		<ul style="list-style-type: none"> PUC Fibres etc Good pertaining to polyurethane & spring mattresses
100.	PATEL CONSTRUCTION LTD	Construction	Gitu Purchasing Manager	P.O. Box 1646 Dar es Salaam Tel:022-27711548 Email: coplem@raha.com	<ul style="list-style-type: none"> cheasing aggregates Kerb stove Pervious 	<ul style="list-style-type: none">
101.	PHOTO PRINT	Photographer	Neema Manager	P.O. Box 34683 Dar es Salaam Tel: 022-2771260 Email: photoprint@bol.co.tz	<ul style="list-style-type: none"> Camera's Films Chemicals 	-
102.	PRINCE COMPUTER (T) LTD	Computer Hardware and Software		P.O. Box Dar es Salaam Tel:022-2134949 Email: sales@princetl.co.tz	<ul style="list-style-type: none"> Computer Hardware and Software 	<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact
103.	QUALITY GROUP LTD	Selling Car/quality plastic	MadSudany Sales Manager	P.O. Box 235 Dar es Salaam Tel:022-2600293 Web: www.qualitygroup.com	<ul style="list-style-type: none"> Isuzu Honda Mahindra 	-
104.	RAD SERVICE LTD	Workshop	Mr. Abdallah Technical/Field services	P.O. Box 76350 Dar es Salaam Tel: 022-2650016/24/754303002 Email: radiservice@yahoo.com Web: www.radiservice.com	<ul style="list-style-type: none"> Generators Sloping motor 175HP Alternator 	<ul style="list-style-type: none"> Electrical machinerries
105.	RAJANI INDUSTRIES LTD	Selling Cars and Auto parts	Rupin J. Rajan Chief Executive Officer	P.O. Box 70847 Dar es Salaam Tel: 022-2865935-42 Email: rupin@rajan-group.com	<ul style="list-style-type: none"> Cars Tractor Motor vehicles Auto parts 	<ul style="list-style-type: none"> Need more information from ECIAfrica
106.	RANA CONSTRUCTION ENGINEERS	Construction	Mr. Rashid Manager	P.O. Box 71157 Dar es Salaam Tel: 022-2701582 Email: rana@raha.com Web: www.relianceinsurance.com	<ul style="list-style-type: none"> Caterpillars Pipelines Generators Spring motors 	
107.	RELANCE INSURANCE COMPANY	Insurance	Mr. Bashiru Chief Accountant	P.O. Box 9823 Dar es Salaam Tel: 022-2120088/90 Email: insurance@reliance.com Web: www.relianceinsurance.com	<ul style="list-style-type: none"> Insurance stamp Insurance specialised –workers 	<ul style="list-style-type: none"> Insurance stamp
108.	RULU PACKAGING	Distribution	Jutta Assistant Manager	P.O. Box 79315 Dar es Salaam Tel: 022-218060625/35/8 Email: rulu@africaonline.co.tz	<ul style="list-style-type: none"> Packing materials Blending machinery 	
109.	S.S CONCRETE CO. LTD	Manufacturing of concrete articles & Building materials	S.Ph. Ndossy Directory	P.O. 34334 Dar es Salaam Tel:022-2627112/784597320 Email: concrete@bol.co.tz	<ul style="list-style-type: none"> Pearls & mica 	<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact
110.	SABA GENERAL ENTERPRISES LTD	Motors vehicles & motor cycles parts	B. Nkya Manager	P.O. Box 71144 Dar es Salaam Tel: 022-2180309	<ul style="list-style-type: none"> Motor vehicles Motor cycles parts 	<ul style="list-style-type: none"> Need more information from ECIAfrica

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
				Fax: 022-2184355 Email: saba@raha.com		
111.	SALU MOTORS CORPORATION	Motor vehicles sales	Mr. Samweli Sales Manager	P.O. Box 1407 Dar es Salaam Tel: 022-2547855 Email: salumotors@raha.com Web: www.salumotors.com	<ul style="list-style-type: none"> Motor vehicles, motor bicycles and spares Isuzu, Mazda Honda, Toyota Automotive batteries 	
112.	SAMS SUPER STORE	Building Materials	Salim M Said Managing Director	P.O. Box 22471 Dar es Salaam Tel: 022-262792/2/754213141 Email: sams@raha.com	<ul style="list-style-type: none"> Office and House Furniture 	<ul style="list-style-type: none"> Any products (quality and price)
113.	SAS GAS LTD	Gas Distributors	Khalid Manager	P.O. Box 12220 Dar es Salaam Tel: 022-2865661	<ul style="list-style-type: none"> Gas 	-
114.	SDV AMI	Clearing & Forwarding	Juma Human Resource Manager	P.O. Box 33072 Dar es Salaam Tel: 022-401020-17 Email: rupin@rajan-group.com		
115.	SHAMO INDUSTRIES (T) LTD	Construction Industries	Dilunga Administration	P.O. Box 72039 Dar es Salaam Tel: 022-2862855 Email: shamo@intafira.com	<ul style="list-style-type: none"> Aluminium-Iron Tiles Glass 	-
116.	SHELYS PHARMACEUTICAL LTD	Manufacturing	Dominic Store Keeper	P.O. Box 3016 Dar es Salaam Tel: 022-2771715-7	<ul style="list-style-type: none"> Sunset yellow Amoxicillin White refined sugar 	<ul style="list-style-type: none"> White refined sugar
117.	SHORPITE (T) LTD	Supermarket	Mr. Breitt Purchasing Manager	P.O. Box 23111 Dar es Salaam Tel: 022-2181272/3/757454510 Email: bmarshal@shoprite.com Web: www.shoprite.co.za	<ul style="list-style-type: none"> Soft drink Alcoholic Food (fast food) Cosmetics House equipments (kitchen equipment) Children game, toys 	<ul style="list-style-type: none"> Juice, milkshake etc (but quality and cheapest price)
118.	SHRIJEE'S SUPERMARKET	Retail trade		P.O. Box 2007 Dar es Salaam Tel: 022-2600725	<ul style="list-style-type: none"> toys, air fresher, juice, wines, rice etc (all supermarkets products) 	<ul style="list-style-type: none"> know what is available be competitive in items of quality and price & time delivery
119.	SIMPLY COMPUTERS	Computer Hardware and Software	Shakeel Manager	P.O. Box 742 Dar es Salaam Tel: 022-212160/2 Email: simply@simplytz.com Web: www.simplytz.com	<ul style="list-style-type: none"> Computer Hardware and Software 	<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact
120.	SITA STEEL ROLLING LTD	Production of Steel & Engineering Works	Hiten Manager	P.O. Box 5686 Dar es Salaam Tel: 022-2807762/3 Email: info@sita-steel.com	Steel Engineering equipments	<ul style="list-style-type: none"> Steel
121.	SONGAS LIMITED	Power Generation	Asha Taratibu Head of Purchasing	P.O. Box 6342 Dar es Salaam Tel: 022-2452160 Email: asha.taratibu@songas.com	<ul style="list-style-type: none"> Turbine parts Lubricants Filters Cille parts 	<ul style="list-style-type: none"> Safety product

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
					<ul style="list-style-type: none"> Gas skid parts Safety products 	
122.	STANLEY MINING SERVICES	Drilling Contractors	B.Van Heerden Supply Manager	P.O. Box 2372 Mwanza Tel: 078452634/7/74501310 Email: basievh@layne.co.tz Web: www.layne.co.tz	<ul style="list-style-type: none"> Tyres Drill equipment Samel track spares Toyota spares- L/Curser Allas COPCO-spare, etc 	<ul style="list-style-type: none"> They are ready to buy any thing that is in their line of business only that terms should be conducive to their operations in terms of delivery schedules
123.	STRATEGIS INSURANCE (T) LTD	Insurance	Twilib Marketing officer	P.O. Box 7893 Dar es Salaam Tel: 022-236580/211523 Email: info@africaonline.com Web: www.mactz.com	<ul style="list-style-type: none"> Training 	<ul style="list-style-type: none"> Training – mode of insurance operating
124.	SUCHAK PLASTICS LTD	Manufacturing	Nooran H. Manager	P.O. Box 4355 Dar es Salaam Tel: 022-2111523 Fax: 022-2122662 Email: suchakplastic@raha.com	<ul style="list-style-type: none"> Machinery Spare parts Synthetic monomer Chemicals (carbon, nitrogen, chlorine, sulphur, rosin) 	<ul style="list-style-type: none"> Machinery Spare parts, Ready made plastics if would be (quality and cost)
125.	SUMAR VARMA & ASSOCIATES	Construction	Stevin Bonza HR Manager	P.O. Box 486 Dar es Salaam Tel: 022-2117152	<ul style="list-style-type: none"> Building materials Iron sheets 	
126.	SUMARIA HOLDINGS LTD (SUMARIA GROUP)	General		P.O. Box 3016 Dar es Salaam Tel: 022-2113113 Fax: 022-2184355 Email: info@sumariagroup.com Web: www.sumariagroup.com	<ul style="list-style-type: none"> Packing materials personell 	<ul style="list-style-type: none"> Soap production technology
127.	SUPER & SPORTS STORES	Sports Equipments	Aqueel Manager	P.O. Box 1931 Dar es Salaam Tel: 022-2700517/784776787 Fax: 022-2113720 Email: supersports@cals-net.com	<ul style="list-style-type: none"> Sports equipment 	<ul style="list-style-type: none"> Sports equipment
128.	SUPERDOLL TRAILER MANUFACTURE CO LTD	Transport-manufacturing	Yusuph Ahmad Supervisor	P.O. Box 16541 Dar es Salaam Tel: 022-2860930 Email: stm@superdolltz.com Web: www.superdolltz.com	<ul style="list-style-type: none"> Body building Technology (high & quality transport) 	
129.	SURYAKANT S. BNOWAN	General Mechanise	Dharam Owner	P.O. Box 435 Mwanza Tel: 28 2500505/74550450/784890880	<ul style="list-style-type: none"> Curtain Materials PVC Leather Utensils Car roofing and flooring Kerosene stove Lantern Enamel ware 	<ul style="list-style-type: none"> Furnishing materials
130.	TAKIMS HOLIDAYS TOURS & SAFARIS	Transport	Rashida Secretary	P.O. Box 20350 Dar es Salaam Tel: 022-2116660/713833505 Email: jahots@raha.com	<ul style="list-style-type: none"> Training & operation 	<ul style="list-style-type: none"> Training technology
131.	TAN OPTIC CO. LTD	Manufacturing	Philip Njau Managing Director	P.O. Box 1929 Dar es Salaam Tel: 022-2750634	<ul style="list-style-type: none"> Chemicals for glass Machinery for glass & lenses productions 	
132.	TANGA PHARMACEUTICALS &	Beverage	Mussa Pindua	P.O. Box 1528	<ul style="list-style-type: none"> Chemicals-beverage 	<ul style="list-style-type: none"> Packing materials

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
	PLASTIC LTD		Marketing Executive	Dar es Salaam Tel: 022-2843340/717277738 Email: mpindua@yahoo.com	<ul style="list-style-type: none"> Packing materials 	
133.	TANNA SOMAIYA & COMPANY	Insurance	Tatyana Dominick Sales Executive	P.O. Box 948 Dar es Salaam Tel: 022-2773901 Email: jasoko@africaonline.com	<ul style="list-style-type: none"> Training Printing materials Expertise Cars 	<ul style="list-style-type: none"> Training in insurance (international market)
134.	TANPACK TISSUES LTD	Manufacturing mill	John Milinga HR Officer	P.O. Box 31359 Dar es Salaam Tel: 022-2700163 Email: info@chandaria.com Web: www.chandaria.com	<ul style="list-style-type: none"> Chemical (paper process) 	
135.	TANSOFT SYSTEMS LTD	Computer Software	Alex Moshi Managing Director	P.O. Box 3164 Dar es Salaam Tel: 022-2118721/8 Email: moshi@adelalade.on.net Web: www.yellowpages.co.tz	<ul style="list-style-type: none"> Computer Software 	
136.	TANZAM PRINTERS AND STATIONER LTD	Media	Punjan Nurdin Production Supervisor	P.O. Box 451 Dar es Salaam Tel: 022-2860930 Email: tanzamps@raha.com	<ul style="list-style-type: none"> Printing technology Printing materials Machinery & IT equipment 	<ul style="list-style-type: none"> Printing materials (quality & cost)
137.	TANZANIA BREEDERS & FEED MILLS LTD	Food	Rahima Hussein Assistant Sales Officer	P.O. Box 5774 Dar es Salaam Tel: 022-2650021 Email: tablemik@raha.com	<ul style="list-style-type: none"> Machinery-mills Spare parts Technology on feed mills Packing materials 	<ul style="list-style-type: none"> Machinery and spare parts
138.	TANZANIA BREWERIES LTD	Beverage manufacturing	David Grant Group Environment Public Manager	P.O. Box 9013 Dar es Salaam Tel: 022-2182779 Email: info@sabmiller.com Web: www.sabmiller.com	<ul style="list-style-type: none"> Machines Spare parts Technology 	
139.	TANZANIA CIGARETTE CO. LTD	Manufacture/marketing & distribution of cigarette		P.O. Box 40114 Dar es Salaam Tel: 022-2860150/9 Email: info@it-int.com Web: www.it-int.com	<ul style="list-style-type: none"> Filters, tripping paper Packing materials Plug wrap tissues Aluminium foil BOPP 	
140.	TANZANIA DAESUNG CABLE CO. LTD	Manufacturing	Ethens Mbugua Factory Supervisor	P.O. Box 508 Dar es Salaam Tel: 022-286234 Email: info@ecable.com Web: www.ecable.com	<ul style="list-style-type: none"> Copper Technology - copper, iron (quality) 	<ul style="list-style-type: none"> Technology- copper, iron (produce cable in high technology)
141.	TANZANIA FARMERS SERVICE CENTRE LTD	Agriculture-Irrigation and technical services	Risen Nyange Officer in duty	P.O. Box 41665 Dar es Salaam Tel: 022-2862969 Email: info@erb.go.tz Web: www.erb.go.tz	<ul style="list-style-type: none"> Tractor (valment) Agriculture machinery Spare parts Technology-Agriculture (quality) 	<ul style="list-style-type: none"> Agriculture machinery and spare parts
142.	TANZANIA MEAT PRODUCTS (2000) LTD	Food Processing Various meat Products	Evarist Maembe Managing Director	P.O. Box Dar es Salaam Tel: 255 754481068/611531 Email: tanzmeat@yahoo.com Web: www.tanzemb.se/tanzania	<ul style="list-style-type: none"> Meat processing-technology Machineries Meat transportation technology 	
143.	TANZANIA MOTOR ASSEMBLIES CO.	Agriculture Equipment	Sameer Somji	P.O. Box 5586	<ul style="list-style-type: none"> Assemblers & reconditioned for 	

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
	LTD (TAMASCO)		Manager	Dar es Salaam Tel: 022-2865380/1 Email: tamasco@africaonline.co.tz	commercial vehicles • Agriculture equipment • Construction machinery • Motor cycles	
144.	TANZANIA PHARMACEUTICALS INDUSTRY LTD	Pharmaceuticals	Belina Kato Store Keeper	P.O. Box 3850 Dar es Salaam Tel: 022-27771910/2865675 Email: tji@raha.com	• Chemicals • Laboratory equipments • Microscopes • Packing materials • Expertise	• Laboratory equipments (quality & cost)
145.	TANZANIA PRINTERS	Media		P.O. Box 451 Dar es Salaam Tel: 022-2866776 Email: info@tanzaniaprinters.com	• Chemicals-paper printing process • Machinery – spare parts • Technology – Printing • IT equipments-Software & hardware)	• Machinery and spare parts
146.	TANZANIA ROAD HAULAGE (1980) LTD	Transport	Kenneth Bandie Associate Human Resources	P.O. Box 2028 Dar es Salaam Tel: 022-2151024 Email: kic@trhiz.com Web: www.trhiz.com	• Refrigeration materials • VHF Radio system for patrolling vehicles	• Refrigeration materials for body building (quality & price)
147.	TANZANIA TEA PACKERS LTD (TATEPA)	Food-Manufacturing		P.O. Box 2028 Dar es Salaam Tel: 022-2151024	• Chemicals – tea processing • Technology-quality • Packing materials	• Packing materials (quality & price)
148.	TANZANITE AFRICA LTD	Mining	W. A. Magezi Partner	P.O. Box 371 Mererani – Arusha Tel: 07540509179	• Explosive-Dynamite • Submersible pump • Compressor • Helmet • Mask • Boots • Chemicals (silicon, mercury & cyanide) • PVC pipes • Maintenance • Accountant • Security services • Scanning machine • Security installation • Monorope lift • Vehicles	• Explosive, Professional geologist & mining engineering services • Silicon chemical • Helmets • Boots • Masks • Marketing services/joint venture
149.	THE COMPUTER MALT	Computer Hardware and Software	Mohamed Yusuf Sales Executive	P.O. Box 10047 Dar es Salaam Tel: 022-2120166 Email: info@computermalt.tz Web: www.computermalt.tz	• Computer Hardware and Software	• Computer Hardware & software
150.	THE COOPERATE IMAGE	Manufacturing	Mr. Bashas Sales Manager	P.O. Box 526 Dar es Salaam Tel: 022-2650016/24/754303002 Email: radiservice@yahoo.com Web: www.radiservice.com	• Raw materials of t-shirts, caps etc. • Banners • PVR stickers • ABS boards	• All kind of clothes especial T-shirts and caps
151.	THE LIVING ROOM			P.O. Box 77432 Dar es Salaam	• Office and home furniture	

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
				Fax: 022-2866743 Email: sales@livingroom.com		
152.	TILE MARKET (CTM E.M) LTD	Tiles sellers	Shiraz Director	P.O. Box 79085 Dar es Salaam Tel: 022-2863916 Fax: 022-2865692 Email: ctm@raha.com	<ul style="list-style-type: none"> • Tiles • Sink • Door 	<ul style="list-style-type: none"> • Tiles • Need more information from ECIAfrica
153.	TLL PRINTING AND PACKAGING LTD	Manufacturing	Abubakar A. Himid Financial Controller	P.O. Box 2557 Dar es Salaam Tel: 255 754555025 Email: tc@tllprinting.com	<ul style="list-style-type: none"> • Papers • Board • Starch/ghee • Machines spares 	<ul style="list-style-type: none"> • Paper • Paper Boards
154.	TLL PRINTING LTD	Printing	Mr. Hassan Marketing Manager	P.O. Box 6850 Dar es Salaam Tel: 022-2708293 Email: hl@raha.com	<ul style="list-style-type: none"> • Printing materials (T-shirts, banners stickers, wheel covers PVC stickers) 	<ul style="list-style-type: none"> • Textile materials, clothing, unprinted T-shirts
155.	TRANSPAPER (T) LTD	Manufacturing	Aida G. Mboya Sales Representative	P.O. Box 45648 Dar es Salaam Tel: 022-2860469/7780 Email: tpt@africaonline.co.tz	<ul style="list-style-type: none"> • Paper • Paper Boards 	-
156.	TREICO LIMITED		Moshi Director	P.O. Box 31550 Dar es Salaam Tel: 022-2774859	<ul style="list-style-type: none"> • Colour sheets • Tiles • Hard boards • Chip boards 	<ul style="list-style-type: none"> • Chip and hard boards
157.	TRIDEA COSMETICS LTD	Manufacturing	Eric Human Resources Manager	P.O. Box 77914 Dar es Salaam Tel: 022-2184620 Email: eric@zanufa.com	<ul style="list-style-type: none"> • Cosmetics raw materials 	-
158.	TWIGA CHEMICAL INDUSTRIES (T) LTD	Twiga chemicals	Gupta Duta General Manager	P.O. Box 20786 Dar es Salaam Tel: 022-2860030 Email: tcik@raha.com	<ul style="list-style-type: none"> • Agro chemicals • Veterinary medicines • Pharmaceuticals • Industrial chemicals 	-
159.	TWIGA PAPER PRODUCTS	Manufacturing	Mehul Sale Manager	P.O. Box 20192 Dar es Salaam Tel: 022-2863354/2864862 Email: rs@twigapaper.com	<ul style="list-style-type: none"> • Paper • Paper boards • Art of paper pulp 	<ul style="list-style-type: none"> • Paper • Paper Boards
160.	UMEME JUA LTD	Solar produc company	Abbas Mohamed Marketing Officer	P.O. Box 26 Dar es Salaam Tel: 022-2866061/2 Email: office@umemejua.com Web: www.umemejua.com/new	<ul style="list-style-type: none"> • Solar panel • Charge controller • Sundaya right • Battery • Converter • Inverter 	<ul style="list-style-type: none"> • Crystalline panel
161.	UNIVERSITY COMPUTER CENTRE			P.O. Box 35062 Dar es Salaam Tel: 022-2410645 Email: ucc@ucc.co.tz Web: www.ucc.co.tz	<ul style="list-style-type: none"> • Computer software & hardware 	
162.	VALTVA TRACTORS & AGRICULTURE	Tractor & Agriculture Implement	Bhanji Manager	P.O. Box 41065 Dar es Salaam Tel: 022-2802993 Email: valtra@raha.com	<ul style="list-style-type: none"> • Tractors and other Agriculture implements 	
163.	VETCH	Computer Accessories	Sulaina S. Virani	P.O. Box 1912	<ul style="list-style-type: none"> • Computers 	<ul style="list-style-type: none"> • Need more information from ECIAfrica

S/N	Name of Company	Sector/Business	Contact Person/Position	Address	Product/ services required/ imported	Interest for SA Products/Services
			Director	Dar es Salaam Tel:022-22130741/2116631 Fax: 022-2116633 Email: vetch@bol.co.tz Web: www.vtech.co.tz	<ul style="list-style-type: none"> Accessories Peripherals Software Web designing 	and Contact
164.	VICTOR DECORATION CO.	Hardware	Jimmy Mushi Director	P.O. Box 1719 Mwanza Tel: 0787909070/2500613	<ul style="list-style-type: none"> Electronics Hardware Furniture 	<ul style="list-style-type: none"> Electronics Hardware Furniture
165.	VICTORIA EDUCATION PROMOTIONAL CENTRE LTD	Stationery & Text Books	Hussein Juma Manager	P.O. Box 1879 Mwanza Tel: 0754837866 Email: vcpce-co@yahoo.com hbjuma@yahoo.com	<ul style="list-style-type: none"> Stationary Education toys Computers Accessories 	<ul style="list-style-type: none"> Stationary Education toys Computers Accessories
166.	WORLD OIL LTD	Oil filtration	Abdallah Assistant Manager	P.O. Box 75175 Dar es Salaam Tel: 022-2862079 Email: worldoil@raha.org	<ul style="list-style-type: none"> Oil transportation – Oil filtration 	<ul style="list-style-type: none"> Oil (petrol and diesel) Electrical machine for filtration of oil
167.	X.S. MARKETING LTD	Sales & marketing	Abeld Seif Director	P.O. Box 21070 Dar es Salaam Tel: 022-283248 Email: xsmarketing_@hotmail.com	<ul style="list-style-type: none"> Soap-medicated Chines medicine Touch/bulb Children's toys /game House equipment – TV, Radio, Flowers etc 	
168.	YAKUB JEWELLERS LTD	Jewellers Diamond & Tanzanite	Aqeel Manager	P.O. Box 875 Dar es Salaam Tel: 022-2771874 Fax: 022-2113720 Email: yakub@raha.com		
169.	ZAOMA LIMITED	Photocopies	Urlo Marketing Manager	P.O. Box Dar es Salaam Tel:022-2452160 Email: asha.taralibu@songas.com	<ul style="list-style-type: none"> Photocopier machines 	<ul style="list-style-type: none"> Need more information from ECIAfrica and Contact
170.	ZIGMA LTD	Distribution	Raseed Branch Manager	P.O. Box 1646 Dar es Salaam Tel: 022-2775799 Email: coplet@raha.com	<ul style="list-style-type: none"> Various furniture and joinery 	<ul style="list-style-type: none"> Any product (quality and price)

Appendix 7(b): Future Demand for SA Products/Services: Interview Responses

S/N	Sector/Business	Item/Commodity	Concern	Remarks
1.	Agriculture	Agriculture machines	Availability	
2.		Machine spare parts	Price	
3.		Machine spare parts – agric	Availability	
4.		Tractors	Quality	Already with partners
5.		Vegetables	Quality,	
6.	Construction	Aluminium products		
7.		Boards	Customer needs	
8.		Building materials	Quality, price	
9.		Cables	Partnerships	
10.		Caterpillars	Quality	
11.		Caterpillars	Quality	More info
12.		Chip boards	Quality, price	Chip boards
13.		Chipping aggregates	Price	Building materials – price factor
14.		Doors	Quality	Doors
15.		Electrical fittings	Quality	Price, quality
16.		Electrical lumps	Price	
17.		Electrical materials – solar power	Quality, price	Electrical machines/equipments
18.		Furniture	Quality	
19.		Furniture	Quality	
20.		Furniture – various items	Quality, price	Quality products, prices
21.		Gypsum	Price	
22.		Hand tools	Price	
23.		Hand washing basin	Price	Plastic goods
24.		Hard boards	Quality, price	Hard boards
25.		Hard wares	Availability	
26.		Iron	Quality, relationships	Iron
27.		Road construction equipment	Quality, price	
28.		Sinks	Partnerships	Galls, glassware
29.		Sloping motor 175HP	Quality, Price	Electrical machines
30.		Steel	Quality	
31.		Steel		Need for contacts
32.		Structural steel	Convenience, logistics	
33.		Tiles	Price	Customer
34.		Tiles	Price	Quality and price factors
35.		Tiles	Quality, partnerships	Tiles
36.		Tiles	Quality, partnerships	Wooden articles/items
37.	Finance/Business	Insurance stamp	Quality	Insurance stamp
38.		Insurance workers	Expertise, specialists	Expertise, specialists
39.		Training	Availability, price	Be conducted in country
40.		Training – insurance	Availability, partnerships	Quality factor
41.		Training (insurance industry)	Cost, availability	Use of latest technology in insurance business
42.	ICT	Communications equipment	Quality-durable	Quality, price
43.		Computer accessories	Price	
44.		Computer hardware	Price	More info
45.		Computer hardware	Quality	More info
46.		Computer Printers - HD	Price	

S/N	Sector/Business	Item/Commodity	Concern	Remarks
47.	ICT	Computer printers – HP	Price, quality	
48.		Computer printers – HP	Quality, price	
49.		Computer printers –HP	Price	
50.		Computer software	Quality	More discussions
51.		Computer software	Price	More info
52.		Computer software	Quality	More info
53.		Computer software	Quality	More info
54.		Computer software	Quality	More talk
55.		Computer software	Price	More talk
56.		Computer software	Quality	We have SA partners
57.		Computer software – Sun systems	Quality	
58.		Computers	Price	
59.		Computers	Price	H/ware & S/ware
60.		Computers	Quality	More info
61.		Computers - Acer	Quality, price	
62.		Computers – Ace	Quality, price	
63.		Computers – Acer	Quality	
64.		Computers – Acer	Quality, price	
65.		Computers – Aspock	Price	
66.		Computers – Dell	Quality, price	
67.		Computers – Dell	Quality, price	
68.		Computers – Dell	Quality, price	
69.		Computers – Dell	Quality	
70.		Computers - Epro	Price, quality	
71.		Computers – Epro	Price	
72.		Computers – IBM	Quality	
73.		Computers – Intel	Quality	
74.		Computers – Philips	Price	More information
75.		Computers – Sun	Quality	
76.		Computers – Toshiba	Quality, price	
77.		Computers – Toshiba	Quality	
78.		Computers – Toshiba	Quality	
79.		Computers – Toshiba	Quality, price	
80.		Computers APC	Price, quality	
81.		Computers -SISCO	Quality	
82.		Computes printers – HP	Price	
83.		Conference facilities/equipment	Price, quality	Quality products
84.		Electronic sound & vision	Quality	Quality, price, timing
85.		Electronics	Price	
86.		Electronics	Price	
87.		IT equipments	Quality, durability	
88.		IT equipments	Quality, durability	
89.		Network cables	Availability	Network systems
90.		Networking – LAN/WAN	Price	Have partners, need or more talks
91.		Power tools	Quality, price	
92.		Solar energy equipment	Price	Clarification
93.		Solar panel	Partnerships	Crystalline panel
94.		Technology	Price	Expertise
95.		Technology	Availability	On packing
96.		Telephone systems equipment	Price	Clarification
97.		Training	Price	
98.		Baking equipments	Price	
99.		Calcium hydrochloride	Price, quality	Be contacted by SA companies
100.		Chemicals	Availability	
101.		Chemicals	Relationships	Chemicals
102.		Chemicals – paper industry	High technology	

S/N	Sector/Business	Item/Commodity	Concern	Remarks
103.	Manufacturing	Expertise	Price, availability	Expert in pharmaceuticals
104.		Expertise technology	Mother country	Spare parts
105.		Industrial chemicals	Price	Stopped due to high price
106.		Laboratory equipments	Price, availability	Price factor
107.		Linen material	Quality, price	
108.		Machinery – plastic manufacturing	Price	Machinery, ready made plastics –price vs own production costs
109.		Machinery spare parts		Machinery spare parts
110.		Machinery spare parts – printing	Availability, durability	
111.		Machines – milling	Price	
112.		Nylon thread/materials	Partnership, price	Nylon
113.		Other professionals	Expertise	
114.		Packaging materials	Availability, quality	Soap production technology
115.		Packaging materials- medicines	Price	Packaging materials
116.		Packing materials – tea	Price. Availability	High quality
117.		Paper boards	Quality, price	
118.		Paper Boards	Quality, price	
119.		Paper materials	Price	Be contacted by SA companies
120.		Papers	Price, quality	
121.		Papers		
122.		Papers	Price, quality	
123.		Printing colour	Quality	
124.		Printing materials - media	Price	Quality, price
125.		Printing materials- clothing	Price, logistics	Textile unprinted T-shirts materials, clothing
126.		Raw materials for T-shirts, caps	Price, quality	Clothing materials esp. T-shirts, caps
127.		Technology – processing copper, iron for cable production	Partnership – home country	High technology
128.	Mining	Drilling equipment	Availability, price	Conducive terms, delivery schedules
129.		Explosive accessories	Availability	
130.		Explosives – dynamite	Availability	
131.		Geologists	Experience, expertise	
132.		Hose fittings	Availability, logistics	
133.		Mining Engineers	Experience, expertise	
134.		Protective gear (helmet, mask, boots)	Availability, price	
135.	Tourism	Hotel furniture	Quality, price	Quality, Price, timing
136.		Kitchen equipment	Quality	Price, quality
137.		Kitchen equipment hotel	Price, quality	Good quality products
138.		Marketing expertise	Availability	Availability
139.		Marketing expertise	Availability	Quality, price, availability
140.		House furniture	Price	
141.		Bearings	Quality	
142.		Clothes- T-shirts, trousers	Availability	Footwear
143.		Cosmetics	Quality, logistics	Soap
144.		Curtain material	Price	
145.		Educational toys	Price	
146.		Filters	Quality	
147.		Food stuffs	Partnership	Quality, price factors

S/N	Sector/Business	Item/Commodity	Concern	Remarks
148.	Trade	Foodstuffs		Drinks, cosmetics, canned foods, mixed merchandise, toiletries
149.		Ladies clothes	Price	
150.		Laundry equipment	Quality	Price, quality
151.		Men's wear	Price	
152.		Men's wear	Quality	No idea what is available
153.		Office equipments	Quality, price	More info
154.		Office furniture	Price	
155.		Office furniture	Agent,	
156.		Office furniture	Price	
157.		Pearls	Quality	Building materials
158.		Photocopier machines	Quality	Further discussions
159.		Refrigeration materials	Availability,	Price
160.		Sat.. products		
161.		Sports equipments	Quality	
162.		Sugar – white refined	price	Sugar – white refined
163.		Toys	Price	
164.		Women's wears	Quality	
165.	Trade/manufacturing	Sunflower	Quality, logistics	
166.	Transport	Auto parts	Quality	
167.		Car accessories/parts	Quality	Already with SA partners
168.		Cars (saloons)	Quality	Auto parts, tires
169.		Grease	Price	
170.		Lubricants	Price	
171.		Motor vehicles	Quality	Customer requirements
172.		Office furniture	Price	Price factor
173.		Oil	Availability	Petrol, diesel
174.		Oil filters	Availability	Materials for oil filtration
175.		Oil lubricants	Convenience	If able
176.		Oil products	Quantity	
177.		Technology – meat transport	Quality	Most items not durable
178.		Vehicle spare parts	Quality	Could also be sought from SA